

# Manufacturers Record

## Exponent of America



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Baltimore, Md.  
JUNE 3, 1920

### BANKING AND BUSINESS

Ex-Governor Edward C. Stokes of New Jersey, now president of the Mechanics National Bank of Trenton, in an illuminating discussion of bank credits, calls much of our present banking pawnbroking, and this view is endorsed by Mr. Stuyvesant Fish in a letter quoted in an editorial review of Mr. Stokes' paper. Whatever else you may not read, you cannot afford to miss reading this remarkable discussion.

Judge Gary of the Steel Corporation broadly discusses many of the great problems of the hour and points to the road that leads to national safety.

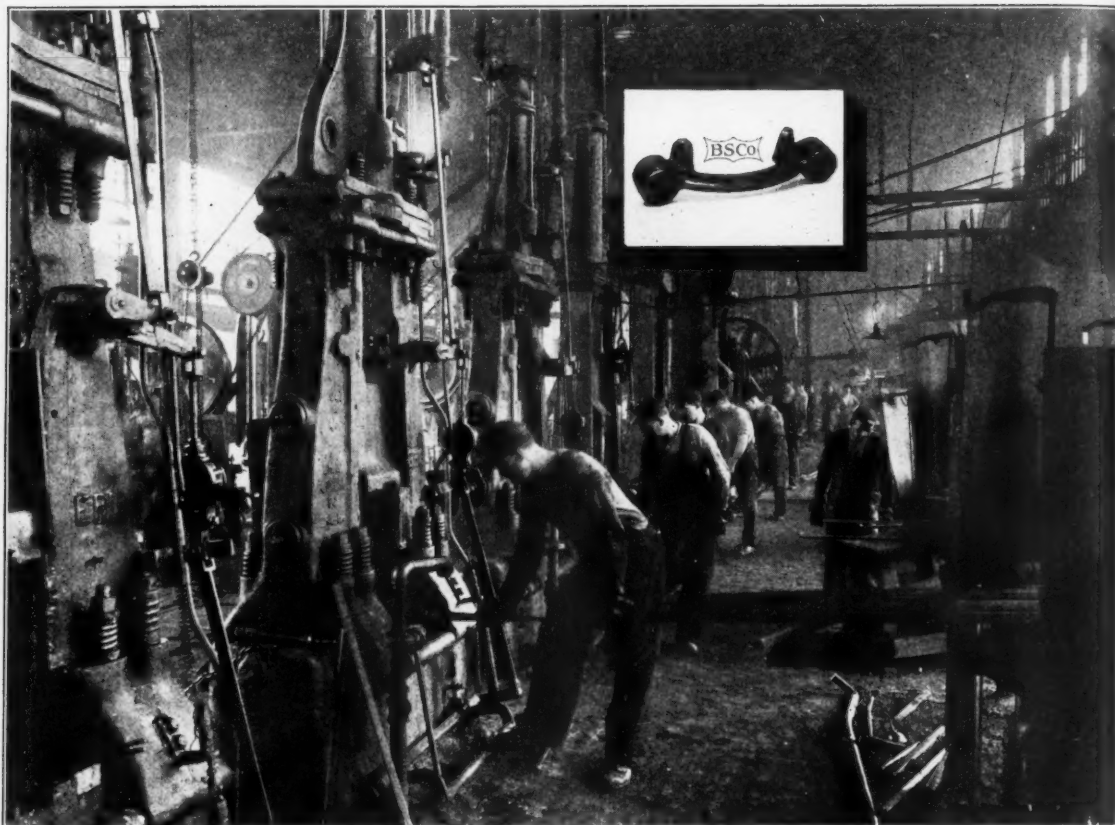
"Welfare Work in the Steel Industry," by Charles L. Close, shows the amazing activity in caring for steel workers and the methods adopted and the many millions expended in this campaign.

"Industry's Need of Oil," by Geo. Otis Smith, for years director of the United States Geological Survey, tells the story of oil and gasoline and their relation to national industry.

The article covering the convention of the American Cotton Manufacturers' Association contains the significant statement of President Allen F. Johnson that food production in the South must be stimulated, even if it means the curtailment of cotton acreage, while education, railroad transportation, national budget system, merchant marine, and co-operation with cotton growers, are some of the other important problems discussed in the story of this meeting.

These are only a few of the really great articles in this issue of vital importance to every man in America, whatever may be his business or his profession — day laborer, mechanic, merchant, manufacturer, farmer, banker, preacher, teacher, statesman, or politician.

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# Manufacturers Record

Exponent of America

JUNE 3, 1920.

Volume LXXVII.

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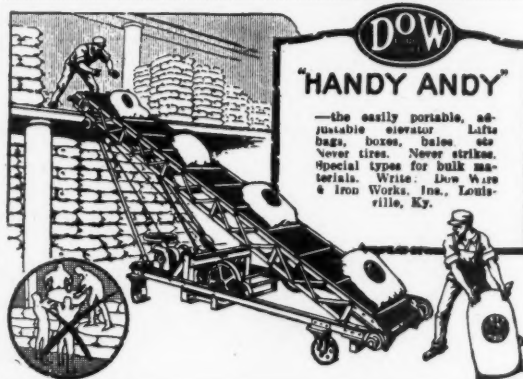
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## STRIKING SENTENCES FROM A REMARKABLE PAPER IN THIS ISSUE BY PRESIDENT STOKES OF THE MECHANICS NATIONAL BANK OF TRENTON, N. J.

**"THE great need of the country today is governmental helpfulness, not governmental straightjacketing.**

**"The Federal Reserve Board had a great opportunity.  
\* \* \* Its course has been based upon an entirely different theory.**

**"Increased credit is not the cause of high prices. Increased credit is the result of high prices, and is necessary because prices are high.**

**"What the country needs today is more credit, not less credit.**

**"With an assurance of the proper amount of credit at reasonable rates intensive production would follow, and prices would be cheaper, even without a reduction in wages.**

**"Good faith on the part of the Government demands that every legitimate Government agency should be employed to keep these bonds at par and save the patriotic holders from loss.**

**"Such rates are tantamount to a conspiracy against values and prosperity.**

**"No man, or set of men, in this country has any more right to be permitted to engage in financial methods that cause a loss to the millions of security holders than he has to burn down a barn.**

**"More and cheaper credit in this hour would be a God-send to the American people.**

**"The man who wants to build a home in this hour, and the man who wants to furnish employment and pay wages, is entitled to have his credit if his resources warrant it, and the attempt of the Federal Reserve Board to control credit under these conditions strikes a blow at the prosperity and welfare of the land.**

**\* \* \* "This view of the credit function, which I fear is taken by too many bankers, is not banking at all. It is simply high-class pawnbroking. When a man needs credit, legitimate credit should be forthcoming, and it is the duty of the banker to provide it for him.**

**"I have no patience with the maudlin cry that there is not credit enough in the country to finance its progress and development.**

**"If the Federal Reserve Board wants to render a service to the country, it can do so by lowering discount rates, cheapening credit and encouraging business prosperity."**

The foregoing extracts are from a remarkable article published in this issue, written for the MANUFACTURERS RECORD by Mr. Edward C. Stokes, president of the Mechanics National Bank of Trenton, N. J. Mr. Stokes' article is in direct harmony with every position which the MANUFACTURERS RECORD has taken during the last five or six months against the action of the Federal Reserve Board in trying to break down credit. The Federal Reserve Board has already cost this country in depreciation of securities and the halting of business not merely hundreds of millions of dollars, but billions of dollars. It has endangered the whole business structure. To the extent of its power thus far developed it has made possible a panic which would shake the stability of our Government itself, for the people at large are beginning to understand that one of the most fearful blunders—if it can be called no worse than a blunder—ever made by the financial powers of this country is the blunder of the Federal Reserve Board in undertaking to destroy or lessen credit and to halt the nation's material development. A chill like the chill of death has struck some business interests already because of the work of the Federal Reserve Board and of the bankers of the land under its control, since it began its campaign to throw Liberty bonds out of the banks, to lessen credit, and in this way carry out its plans for deflating prices and business.

The statement made by Mr. Stokes to the effect that some bankers do not seem to understand the credit function of a bank and pursue a policy which he says "is simply high-class pawnbroking," brings to the mind of the writer a statement made during the Free Silver campaign of 1896 by Mr. Stuy-



vesant Fish, one of the ablest business men this country has ever produced. Mr. Fish was then president of the Illinois Central Railroad and doing a marvelous work for the up-building of that enterprise and the country tributary to it. He was also vice-president of the Park National Bank.

In a long discussion of the free silver issue he stated that free silver would not solve the problem, but that we needed a better banking system based somewhat on the system of Scotland or of Canada; and in referring to the banking methods then prevailing he said:

**"I have been compelled at times to tell some of my fellow-bankers that we are a lot of pawnbrokers, doing only a pawn-broking business, and are not in the true sense bankers furnishing credit whenever a man is entitled to credit."**

As the statement credited to Mr. Fish was the repetition written from memory of a portion of a private conversation 24 years ago, we wrote Mr. Fish, asking if he had been quoted correctly, and if it would be agreeable to him to have this portion of the private talk published. In reply he wired as follows:

"No objection to quoting me as in yours 27th. While I don't entirely agree with Mr. Stokes, I am as much as ever opposed to banks lending solely or mainly on collateral, which is pawn brokerage, and in favor of their lending more and more on credit, which is banking. The late J. P. Morgan brought this out very strikingly before the Pujo Committee. The former is banking, the latter loaning capital—that is, becoming a special partner in the venture. Books on Banking give this elementary principle: 'The first duty of a banker is to always discriminate between a bill of exchange and a mortgage.'"

In this discussion Mr. Fish was pointing out the need of a complete change of the banking system in order that credit might be provided for every legitimate enterprise, whether it was to furnish credit to the farmer for the making of his crops, or to the man who might buy a few head of cattle in order to fatten them for the market.

Mr. Fish took the ground that the man who was fattening a few cattle was just as much entitled to credit in proportion to his integrity and his means as was a stockbroker with his collateral, or the manufacturer with his raw material in the process of manufacturing.

It was thought by the advocates of the Federal Reserve System that the organization of that system would make these conditions possible; but there may be a great difference between the "system" and the "board" which at any one time is in charge of the system.

A wise discrimination in credit in order to lessen the power of any profiteering operations is desirable, but that is not what the banks are undertaking to do. A recent hypothetical case was put up to the president of one of the largest banks in Baltimore. He was asked this question:

"Suppose a man worth a million dollars, and whose statement would show the soundness of his business, desired to borrow \$100,000 for an expansion of his plant in order to meet the demand for an increased output. Would you lend him the money?"

"Not a dollar of it," said the banker. "Business must slow down. Credit must be controlled, and we will not lend any money for the expansion of business interests, regardless of the strength of the security offered."

Another leading Baltimore banker took exactly the same

view, and said that business must be restored to what he called "normal conditions," and that no credit would be allowed for any expansion of business or the enlargement of operations, for building purposes, or for anything else, regardless of the soundness of the security or the profitability of the proposed extension or building.

This is the situation which is being advocated by a large number of bankers, and yet there is a call for increased production and many bankers do not seem to comprehend the fact that there can be no increased production without increased credit. That point is illustrated in a letter written from Alabama under date of May 24 by the president of a strong bank, who is unwilling, however, that his name should be published, doubtless for fear of the influence of the Federal Reserve Board. In his letter he said:

"I have read very carefully your recent editorials in the MANUFACTURERS RECORD in reference to the withdrawal of the Federal Reserve Board from further indulgence and the raising of the present high rate. You doubtless know that we people in the cotton-producing States are finding it a very expensive proposition to produce the coming crop, and should we withdraw in the least a free amount of advances to the agriculturists their labor would at once retire to the manufacturing plants, shipbuilding and other large works where they are paying excessive prices for labor. Unless a great deal of conservatism and thoughtfulness is used in the money market we are going to find ourselves next fall short of an average crop of cotton, and thereby going to run the staple up somewhere in the neighborhood of 50 to 60 cents a pound. If the large money centers will be conservative and make no fuss and continue doing as they have in the past few months, we can manage to produce a reasonable cotton crop, though seasons have been unfavorable, and everything will take its normal course at an earlier date and in a more consistent way. The conditions are not very favorable in Alabama for an average cotton crop, and unless it is well tilled with a reasonable amount of labor, which now exists, we will not be able to cultivate the amount that is now planted, and 15 per cent of our crop is yet to be planted.

"I hope the recent investigation of the Senate Committee is going to bring about a wholesome effect, and hope at an earlier date the Federal Reserve Banks will find they have scraped more fuss and created more uneasiness than they have accomplished good.

"This is not for publication. I merely wanted you to see my views and believing the information gathered from each location will be of some assistance in the splendid stand you are now taking from week to week in the MANUFACTURERS RECORD."

A Baltimore banker, who, when asked for his views on the recent actions of the Federal Reserve Board, stated that he was strongly opposed to the methods adopted, and when asked why he did not say so publicly, replied that as a member of the Federal Reserve Banking System he was afraid of the power of the board if he should criticize it. How many other bankers are in the same position, we wonder?

To the bankers and business men of the country we commend these statements, and especially Mr. Stokes' article on the following page.

## A Leading Banker's View Against Recent Action of Federal Reserve Board

By EDWARD C. STOKES, President of the Mechanics National Bank of Trenton, N. J.\*

When the Federal Reserve System was inaugurated its advocates claimed that it would provide for an elastic currency, prevent exorbitant interest rates such as prevailed in New York, furnish cheap and adequate credit and make panics a thing of the past. The assurances of its advocates in this respect have not been fully realized. If there has been elasticity of credit, it has created such anxiety in the Federal Reserve Board that the efforts to reduce it have been harmful to the business of the country. It has not prevented abnormally high interest rates, it has not provided cheaper credit, and the recent action of the Federal Reserve Board in threatening restricted credit has disturbed confidence and promises industrial paralysis, if not a panic.

The great need of the country today is Governmental helpfulness, not Governmental straightjacketing. The business world today is timid and apprehensive in the face of rising prices and growing demands of labor. The business men and the captains of industry, under such conditions, need the reassuring arm of the Government to encourage them to face their problems. The Federal Reserve System had a great opportunity. It could have said to the business and industrial interests: "We will provide the necessary credit, we will lower discount rates, you can continue business with the assurance that you will not be thrown into bankruptcy because of lack of credit accommodation." The course of the Federal Reserve Board has been based upon an entirely different theory.

High wages and the high cost of material make necessary more credit than in normal times, if industry and business are to be carried on. The manufacturer cannot today finance his payrolls and his materials and carry his manufactured product, if he is compelled to, because of poor transportation service, on the same line of credit as before the war.

If, because wages are high and materials are high, the Federal Reserve System can't aid the banks of the country in furnishing the necessary credit to carry on enterprise and promote prosperity, then the Federal Reserve System has failed and ought to be changed or modified.

Increased credit is not the cause of high prices. Increased credit is the result of high prices, and is necessary because prices are high. What the country needs today is more credit, not less credit. If the industries and business of the land could be assured of more and cheaper credit, production would be encouraged, and with an increase of production prices would fall. With assurance of the proper amount of credit at reasonable rates, intensive production would follow and

prices would be cheaper, even without a reduction in wages. This production, however, will never be undertaken by the manufacturer, or even by the farmer, if he thinks his loans are going to be called or curtailed and he himself forced into bankruptcy because of inability to carry his enterprises to completion.

The element of governmental good faith, if not an economic, is at least a moral mandate to the banks of the country.

There are 22,000,000 holders of Liberty bonds in the country. These bonds were bought as a matter of patriotism by many who could ill afford it, and when they are compelled to sell to pay a doctor's bill or provide for the proverbial rainy day, the loss they suffer creates a feeling of bitterness against the Government and the holders feel they have been deceived. Indeed, good faith on the part of the Government demands that every legitimate Government agency should be employed to keep these bonds at par and save the patriotic holders from loss.

The action of the Federal Reserve Board in raising the discount rates on loans secured by bonds to 5½ per cent—more than the interest return on the bonds—not only caused a liquidation of the bonds on the bargain counter, but it created consternation and fear throughout the country and halted confidence and enterprise. Their action gave the excuse for the raising of money rates all over the country.

Quick and prompt transportation of food supplies and raw materials is absolutely necessary if prices are to be kept normal. Indeed, inadequate transportation, if it does not cause a panic in food, does cause high prices. The same is true in the case of raw materials for the manufacturers.

The railroads need money to buy new equipment. Today security issues of roads like the Pennsylvania and New York Central, well secured by bonds or equipment, are upon the market at from 7 to 7½ per cent. This means that the money costs them, when they have paid their bank and brokerage commissions, from 8 to 10 per cent. With an allowed earning capacity of 5½ per cent under the new railroad law, our transportation systems cannot continue to pay such exorbitant interest rates to finance their equipments and improvements. It is bound to break down and the country suffer from the consequent trade paralysis.

Every increase of discount rates on the part of the Federal Reserve Board makes for dearer credit. The high interest rates for call money in New York is artificial and unjustifiable. There is no more reason why New York bankers should demand rates over 6 per cent than Philadelphia or Boston or Pittsburgh. Indeed, some of the bankers in that city refuse to accept over 6 per cent.

Such rates are tantamount to a conspiracy against values and prosperity. They tend to very materially reduce the

\*Edward Casper Stokes, ex-Governor, was born in Philadelphia December 22, 1860. A.B., Brown University, 1883; LL.D., Temple University, 1909. Engaged in banking since 1883. President Mechanics National Bank, Trenton, N. J. City superintendent public schools, Millville, N. J., 1889-98; member New Jersey Assembly, 1891-2; Senate, 1892-1901 (president 1895); Vice-Chairman State Republican Committee, 1900; Clerk Court of Chancery, 1901-5; Governor of New Jersey, 1906-3. First President New Jersey Bankers' Association.



market value of legitimate securities held by life and fire insurance companies, savings banks, trust companies and national banks, and by millions of patriotic and innocent investors throughout the land.

There is scarcely a family in America that is not directly or indirectly, through life insurance and through banks, interested in a higher value of securities. Those securities today are abnormally and artificially below their true worth. Every time there is a rise in the market money rates are put up and the appreciation of these securities affecting the savings of millions of Americans is checked and, indeed, reduced.

Twenty life insurance companies of this country have outstanding over \$22,000,000,000 of life insurance obligations—debts due millions of policy-holders. Artificially high interest rates, reducing the value of these securities, affect the security of the contracts between the insurance companies and its policyholders and inflict injury on the latter.

**No man or set of men in this country has any more right to be permitted to engage in financial methods that cause a loss to the millions of security holders than he has to burn down a barn.**

Both mean the destruction of the earnings and savings wealth of the country. This is a question of simple common honesty, and when common honesty is involved no man has a right, even if the law does not prohibit it, to resort to economic measures that violate it.

**More and cheaper credit in this hour would be a God-send to the American people. The Federal Reserve ought to set an example to this desirable end.**

Just one example by way of illustration:

In the cities of this land many people are practically homeless. Some of them have their goods in storage and are living with their relatives because they cannot get homes. The Government has urged the banks to finance home building. The banks should do this. Indeed, they are willing to do it, and do it at a rate not over 6 per cent.

The other day Congress passed a law permitting the Federal Reserve Board—an additional and dangerous power—to raise the discount rates in proportion to the line of accommodation of the member banks of the Federal Reserve System. That means that they can make discount rates 7 or 8 or 9 or 10 per cent, or any per cent they see fit. The usury law doesn't apply under this act to this philanthropic governmental institution. Individuals can't indulge in usury, but the Government can—a beautiful example for the Government to set to its people!

Under this law, if the banks have loaned to the limit of their credit to home builders and are compelled to borrow of the Federal Reserve Banks because they are straining their credit to build homes and do it at 6 per cent, the Federal Reserve Board, or the Federal Reserve Banks, can make the rediscount rates against them 7 or 8 or 9 per cent, so that the banks are compelled either to lose money on the transaction, or, in their fear of the application of this law, refuse to extend credit to home builders and thus check this much-needed enterprise, the remedy of a serious condition.

**The man who wants to build a home in this hour, and the man who wants to furnish employment and pay wages, is entitled to have his credit if his resources warrant it, and the attempt of the Federal Reserve Board to curtail credit under these conditions strikes a blow at the prosperity and welfare of the land.**

Last January, in one of the largest cities of this country, a business man was called in and congratulated upon his statement, and told that he would be very welcome to come in to borrow and that they would give him a loan of \$75,000. The other day he went and asked for \$25,000 and was refused, not because he wasn't worth the money, but because the banker said there was a credit famine in the country. He reminded the banker of his promise and conversation, but the banker simply shook his head and said: "We are going through a panic."

My comment on that is that the banker doesn't understand his obligations to his fellow-man. Unfortunately some bankers forget that business and industry ought to be provided with credit when credit is needed, and seem to hold to the theory that business and industry ought to borrow when credit is plentiful. **This view of the credit function, which I fear is taken by too many bankers, isn't banking at all. It is simply high-class pawnbroking.** When a man needs credit, legitimate credit should be forthcoming, and it is the duty of the banker to provide it for him.

In 1907, during the panic of that year, our little bank at Trenton—then a third of the size it is today—borrowed \$600,000, paid 6 per cent for it and loaned it to our customers to save them from trouble. We did not make a man pay a dollar during that entire period of trial. It was an hour when our customers—merchants, manufacturers and business men—needed help, and the real banker will see that people get help when they need it.

Of course, we made no money on the transaction. In fact, we lost, because the cost of handling the operation and the transfer of funds was entirely at the bank's expense, but we were rewarded in the thought that we had helped the community and saved the borrowers from suffering liquidation and perhaps bankruptcy.

**I have no patience with the maudlin cry that there isn't credit enough in the country to finance its progress and development. If that were true, there would be no progress or development. Progress necessarily demands more credit, and there is always credit enough in any civilized nation to carry on its business enterprises of all character whatever, provided that credit is made liquid and available. It is not being made liquid and available by present methods of the Federal Reserve Banks in pushing up their discount rates and encouraging high money rates in New York and throughout the land.**

A very serious factor in this connection, which the Federal Reserve Board should take into account in the interests of the common weal, is the effect the credit restriction will have upon the revenues of the nation. Congress is seeking every avenue for new revenues. Common-sense statesmanship would at the same time preserve the old. Every time the

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Federal Reserve Board restricts credit and frightens business it reduces profits. Every time it reduces profits it cuts down the revenues of the country by reducing the amount of available income, surtaxes and excess profit taxes.

The halting of industry is a responsibility that the patriotic statesman hesitates to assume and that the patriotic banker ought to hesitate to assume. It not only means loss of employment and wages, suffering and discontent on the part of the masses, but it threatens the revenues of the nation, while its expenses are already greater than its income. If the Federal Reserve Board wants to render a service to the country, it can do so by lowering discount rates, cheapening credit and encouraging business and prosperity. If Congress and the Administration want to increase available credit, they can do so by permitting the issue of circulating notes against Liberty bonds under such taxes and restrictions as would enable the holding banks to issue them with moderate profit. This would increase and cheapen available credit and bring it within the reach of legitimate enterprise.

I know one banking institution in the country that has \$1,000,000 in Government bonds, bonds that were bought as a matter of patriotism, as they should have been, during the war, but that purchase took \$1,000,000 of credit out of that particular community. Now that peace has come, that \$1,000,000 of credit is needed for purposes of upbuilding and construction, and it could be easily restored if the circulating privilege was given to Liberty bonds as it is to other Government bonds.

This idea is not original. Chase did it during the dark days of the Civil War. He asked the banks of the country to buy the Government bonds to replenish a bankruptcy treasury. Then he said to the purchasing bank: "This purchase takes so much available credit out of your business community: in order to restore the balance you may issue circulating notes against these bonds to the extent of 90 per cent of their value."

The credit equilibrium was at once restored and Chase's farseeing statesmanship and spirit of helpfulness replenished a bankruptcy treasury, financed the Civil War and saved the Union. Patrick Henry said he knew of no way to guide the footsteps of the future except by the lamp of experience.

Oh, for an hour of the statesmanship of Salmon P. Chase today!

## THE DYESTUFF INDUSTRY AS SEEN BY A GREAT EXPERT.

THE editor of Industrial and Engineering Chemistry, Dr. Charles H. Herty, formerly president of the American Chemical Society, writing under date of May 26, says:

"I have read with very deepest interest and enthusiastic agreement your splendid editorials in recent numbers of the Record on the dyestuff situation in the Senate."

We are glad that a man so long and intimately identified with the chemical industry of the United States thus adds his hearty commendation of the position which the MANUFACTURERS RECORD has taken, for some people who are not as broad in their views as Dr. Herty have been very much disgruntled because the MANUFACTURERS RECORD has expressed itself so plainly on the dyestuff industry.

## USE OF MONEY IN PRESIDENTIAL PRIMARIES.

THE attempt to hold up to scorn and contumely those men who have had the temerity to offer themselves as candidates for the Presidency by exposing the sums expended in their behalf is likely to be sufficiently successful to prevent the nomination of any one of those who became entangled in the primary net.

It is perfectly obvious, of course, that no man can wage a primary campaign in even one State without the expenditure of considerable sums of money. A poor man is out of the running altogether. Under the primary system Daniel Webster would have had no chance at all unless through the generosity of rich friends. Hypocrisy reaches a high stage of development when a system is made the law of the land which absolutely requires the expenditure of huge sums of money, and which then attempts to put a man in the stocks if he does spend money. Nor is publicity of campaign expenditures an unmixed blessing, for the reason that most of the money spent is spent in such a way that no accounting for it is required—or made.

The investigation in Washington seems to have had as its purpose the elimination of those candidates, except Hiram Johnson, who have been most prominently in the public eye. The public naturally looks askance at a single contribution of money even in these times; kingdoms have been bought of \$500,000. Five hundred thousand dollars is a lot of money even in these times; kingdoms have been bought for less. And yet we doubt if five cents of that great amount was illegally or immorally expended. When it comes to renting offices, hiring writers and feeing speakers, however unselfishly favorable to the candidate the writers and speakers may be, campaigning quickly runs into money. But there is no bribery about it. Indeed, it all goes to show, to judge from the Proctor experience with General Wood, that ten millions might be expended in behalf of a candidate and he get no more out of it than the pleasure of having his name formally presented to a convention. Money already spent holds few delegates. Those who happen to be wicked look to the future, not to the past. The dishonest man does not like to stay bought. His tendency is to sell himself all over again, and keep on repeating the process so long as his vote is worth something.

It is as hard for a rich man to enter the White House as it is for a camel to pass through the eye of a needle.

## THE POLICYHOLDER'S INTEREST.

IN 1919 there was written in excess of \$8,000,000,000 in life insurance, an increase of 67 per cent over 1918.

The insurance companies necessarily invest in standard stocks and bonds, the value of which, in terms of dollars, the Federal Reserve Board has succeeded in "deflating" until the quotations are lower than they were in the panic of 1907.

Policyholders are provident people; that is why they are policyholders. They know there will be a rebound in prices and that those with cash to buy securities at present levels will profit handsomely. But what would many of the policyholders do if the policy of the Federal Reserve Board resulted in beating income down? First it knocked the bottom out of stocks, then it knocked the bottom out of certain commodity markets, and the third result will be to "deflate" incomes, especially those incomes which are the fruit of labor. Where will the money come from to pay premiums?

Who knows? Tomorrow the Government may be declaring that insurance is a luxury.

## Rational Solution of Agricultural Problem the Supreme Requirement of Statesmanship

**I**N a letter to Representative Riddick, Herbert Hoover deplores the lack of a constructive policy of agricultural readjustment, urges a commission to formulate such a policy, predicts a collapse of "inflated" prices, and asserts that "this deflection must not begin on the farmer."

We quite agree with Mr. Hoover that the excess-profits tax "is an appointment to food manufacturers and distributors to collect taxes for the Government by adding them to the margin between the farmer and the market." Nobody was in any doubt as to the purpose of the excess-profits taxes when they were instituted. They were a direct command to all business men to profiteer and share their profiteering with the Government. It requires, of course, credulity of the highest order to believe that all distributors do is to add the tax to their legitimate profit. They add more than the tax. This they always will do so long as the present law continues to operate. The estimate has been made that of the "excess profit" so collected one-fifth goes into the Treasury and four-fifths into private pockets. There never was a more infamous system of taxation. It is closely akin to extortion.

The trouble with Mr. Hoover is that he apparently did not discover the alarming condition of agriculture until this spring. The exodus from the farms was not occasioned entirely by the war; it had begun before the war. It became progressive during the war, and one reason it did become progressive was that the solicitude of the Government for agricultural prosperity revealed itself in very elaborate devices for keeping prices down. Not only was wheat forced below a legitimate level, but Mr. "Barney" Baruch and his associates, without any authority of law, stampeded and broke the cotton market by announcing that the price of the staple would be fixed, and fixed, it was intimated, at a price which would, in fact, have been below the cost of production. One has only to read the newspapers of the weeks just before the armistice to see that the farmer was being made the butt of vicious attacks from various Government officials, all tending to show that the farmer was trying to fatten on the misery of the earth and was eager to coin blood into treasure. The Government was the most influential deterrent of agriculture that operated during the war.

This was true not only of the several departments, but the Federal Reserve Board also tried to play a hand, and more than once it threatened to force down cotton prices by abuse of tremendous authority and power.

We happen to know of a gentleman, for instance, who, after consulting with the Food Administration authorities in Philadelphia, who urged it as a patriotic duty, planted on his place in the South early white potatoes. When they reached the market, they brought about \$3 the barrel, although the empty barrels had cost 75 cents each. As the gentleman's loss was considerable, he had an inquiry made as to the reason for low early-potato prices in the Philadelphia market. The man who was referred to as their expert by the Philadelphia Food Administration authorities said, in effect: "Yes, confound it, I fixed those fellows this year. I broke the market by a little clever work up here, and I guess we've taught those Southern potato growers a lesson."

He had, for the gentleman in question ceased to grow potatoes, as did many of his associates and friends. New white potatoes this year have been selling for as high as \$20 the barrel. Does it pay to steal from the farmer the fruit of his labors?

We know of a farmer who uprooted his pear orchard be-

cause from a carload shipment to New York he received only a bill for the freight. In 1918, when all food was at a premium, a man shipped a carload of cucumbers to New York and got back nothing but a bill for freight.

We do not know that a commission is going to do much good. When union labor can intimidate Congress and get a wage for eight hours of labor that the farmer would consider riches for sixteen hours of hard work, there is no edict that can restore the equilibrium. One part of the population is not going to do twice the work for half the return.

It took the wheat growers of the West years to work themselves free from economic slavery, although they had political power. The rest of the country rather rejoiced that the South could be kept with its nose at the grindstone producing cotton at a loss. It did not occur to the economists and the manufacturers and the bankers and the statesmen that the day would come when the South would simply quit being such a jackass. Governor Allen, to the contrary notwithstanding, no man is under any moral obligation to work in a cotton field for nothing when he can do less work in a town for much. The mills of the gods grind slowly, but they grind exceedingly small; as ye sow, ye shall reap, and when the farmer's lot becomes unendurable, he will endure no more.

When the taxing authorities cease to measure a farmer's income by the year, sequestering part of his profit in the good years and making no allowance for the bad years; when Government has enough sense to know that a farm income must be averaged over a period of years; when city folks cease to laugh at their country cousins and ridicule them for their poverty; when farmers are no longer called "hicks" and are permitted to eat something besides corn grits and bacon; when the returns from farming permit conveniences in the home and the wife does not have to slide into an early grave because her fingers have been worked to the bone; when it is no longer considered smart to rob a farmer, and when the banking resources of the nation are no longer turned over to those who exploit the farmers instead of to the farmers to produce, then, and then only, will men consent and women consent to dwell in God's pastures, where the strength of the nations is nurtured, and cheerfully pass their lives where God's chemistry is supreme. Naturally, men love the fields. Those who would not abandon them under shot and shell have to abandon them under the lash of economic pressure.

In other great nations, where the value of food is known, the land is the most precious of possessions and the right to till it is the most precious of rights. Only here, where agriculture has been robbed for generations, has agriculture fallen into bad repute. The cities have commandeered the brains of the country and the factories have conscripted its labor. But Midas, turning everything he touched to gold, would gladly have exchanged it all for so mean a thing as a turnip. This mighty rush for wealth at the expense of agriculture is not a new thing. The ancients knew of it and wove about it their fables. It was the rock on which Rome split, and in the mausoleums of nations the skeletons tell one story—starvation.

We could wish that Mr. Hoover, as Food Administrator, had more clearly visioned the agricultural situation than he now does, but Mr. Hoover was among those who long aggressively favored lower prices of farm products. We do not think that a commission would accomplish much, but it is earnestly to be hoped that no man will be elected President this year who does not appreciate the urgency of the agricultural problem, and there ought to be in Congress an intelligent agrarian group which could formulate and insist on the adoption of a national agrarian policy.



## The Need of Technical Education in the South, Stressed 20 Years Ago, Now Bearing Fruit

THE principal theme of the annual convention of the American Cotton Manufacturers' Association, held in Richmond last week, was education. This subject is one which the cotton manufacturers of the South have been studying and endeavoring to develop for many years. Many notable results have been achieved, but much remains to be done, and it is gratifying to see that these leaders in the South's greatest industry are going to apply themselves with renewed energy to this basically important problem.

The MANUFACTURERS RECORD throughout its existence of nearly 40 years has been ever stressing the fundamental need of adequate education for Southern children, recognizing that the vast resources of the South could only be brought into productive development in proportion to the extent to which the men and women of the South were educationally equipped to meet the tasks before them, but the material development of the South can count for but little as compared with the ethical and moral advancement which alone can come from proper educational work.

Twenty years ago the editor of this paper addressed the Southern Cotton Spinners' Association, which was the forerunner of the American Cotton Manufacturers' Association. He took as his subject, "The South's Industrial Task—A Plea for Industrial Training of Poor White Boys," and in that address emphasized facts that are just as applicable today as they were then. The few following extracts from that address may be repeated at this time, because the suggestions then made are almost identical with some of the plans along which it is now proposed to work:

"The South has almost forgotten the wealth-creating potentialities of its poor white boys.

"Is it necessary for me to detail the explanation of that lamentable fact?

"May it not be made broadly in the statement that the South, so long occupied as a mere producer of raw material for industry, has been slow to recognize its greatest raw material and to make it available by training its white boys and its white girls as they ought to be trained, to handle its other raw materials to the best advantage?

"Some of our schools, perhaps the majority, we must regretfully acknowledge, have not kept pace with the growth in material wealth of their respective States. For this their faculties cannot be held responsible. In more than one of the struggling institutions are to be found investigators and teachers second to none in earnestness and fidelity to their calling. It is not the fault of the boys. They are knocking for admission in ever-increasing number. The blame lies with public opinion, which permits Legislature after Legislature to adjourn without receiving sufficient encouragement from taxpayers to justify more liberal appropriations for the kind of public education that pays. That opinion is gradually changing, as, under the guidance of an alert press, the people are beginning to perceive that as is production so ought also to be the means of training men to produce, and as are such means so is productive capacity increased.

"But that new opinion, with its necessary compliment, public spirit, lags at times. Something must be done at once to quicken it into vigorous life. We cannot afford to drowse upon our opportunities. Those of us who have succeeded must reach down—in the memory of our own sharp adversities and in the determination to save others from them according to our ability—and undertake the task of teaching the South as a whole to do for its poor boys as they should be done by.

"Our successful men must set in their private personal generosity in the cause of industrial education the example of general and public liberality to the same end. By their works for them that are to come after they must show forth their faith in the South and their determination that it shall give the reasons for their hope. They must give of their wealth, not in haphazard manner, but upon a strictly business basis, and yet by a method that will surely attract remunerative attention and which ought to be geometrical in its progression.

"The plan as it may be briefly sketched is not entirely an untried

one. Right here in Atlanta, in the Georgia School of Technology, it has been started through the generosity of Mr. Aaron French of Pittsburgh, who has shown his deep practical interest in Southern boys in other ways.

"Mr. French's plan provides for scholarships to be held by boys at least 16 years of age and the sons of families owning less than \$3000 worth of taxable property. The scholarships, awarded by competitive examination, run for four years, the holders of them being furnished at such time as the president of the institution may think necessary for expenses, books, fees, etc., to an amount not exceeding \$125 a year. The holders must give small monthly notes payable after graduation covering the amount of money advanced upon the scholarship and bearing no interest before maturity.

"Two ends may be gained by this plan. In the first place, the recipient of the scholarship is relieved of any feeling that he is dependent upon the bounty of others, a feeling which not infrequently induces a frame of mind disadvantageous to men who have to strive, and in the second place, through the payment of the small notes as they fall due, the scholarships will become self-perpetuating.

"Mr. French has given us of the South a most valuable hint and set us a practical example which we may follow only to the benefit of the South.

"We should elaborate and expand this plan. Scholarships somewhat similar to those founded by him should be provided by Southern men in every Southern institution which shows itself worthy to administer them.

"There are, it is true, hundreds in the South who could provide such a general endowment without crippling themselves in the least. There are men in the South who have already given more than that sum in the cause of education. But, however desirable the availability of such a lump sum for industrial training might be, it should best be received as an adjunct to the working out of the plan which I have to propose. I believe the adjunct would be forthcoming and forthcoming in generous propositions should the plan be successfully launched.

"It is a plan combining the elements of self-help and of co-operation of individual enterprise with State progressiveness in an investment which will bring almost immediate valuable returns. Briefly sketched, it is as follows:

"There are in the South 668 cotton mills, a dozen or more great systems of railways and hundreds of industrial undertakings of various kinds, which, without trenching upon this capital or without diminishing aught of the dividends for their stockholders or individual owners, could provide the means for at least 1000 scholarships, each matching in amount of annual cost and covering the same time as those founded by our Pittsburgh philanthropist. I should like to see 1000 founded at the beginning of the next four years, so that by 1906 we should have 4000 Southern boys enjoying them.

"Much of that revenue, particularly at Tuskegee, is a product of well-directed and wisely-exerted Northern Philanthropy. We cannot find fault with our Northern brethren for spending their money as they please. Where it is spent, as at Hampton and Tuskegee, in correcting the ills of false educational methods, of which the negro has been a victim for 40 years, we can only be thankful that the negro has the benefit of it.

"But are the whites of the South to continue to permit our Northern friends to do more for the industrial education of the negroes than we are willing to do out of our pockets aside from taxation for our poor white boys?

"Lack of means, do I hear? Yes, we have been poor. God knows our poverty has been spelled in capital letters. But that condition is becoming a memory for many of us. We have learned to acquire and to accumulate. Now we must get into the habit of giving, so that our whole people may be better able to accumulate.

"The leadership in this belongs naturally to the men of the cotton mills. The 150 millions invested in them constitute probably the largest amount of capital represented in one Southern industry. That capital is largely Southern capital, earned by Southern brain and brawn. From it should come the impulse that will create other capital, both for cotton mills and for a myriad of other industries. But the cotton manufacturers are committed to practical, educational philanthropy, for another reason.

"When Southern industry began to revive, 50 or 55 years ago, cotton mills became the pioneers in industrial training, offering children of the uplands the chance to acquire ability to tend

machinery in the simpler forms of manufacture, and at the same time training them to habits of industry and morality. Not stopping at this, the mill owners in several notable instances provided the means for obtaining a certain amount of book learning, the first opportunity for schooling offered to the children in many instances. The same liberal and far-sighted spirit has been manifested in these latter days, when the Southern cotton mills have through great tribulation entered into their own. Their necessities, too, have added within three years to the educational system of the South four textile schools, which owe their foundation to the fact that the cotton mills, having demonstrated to Legislators the material advantages of manufacturing to the State, have more readily persuaded them to provide the means whereby the State, in the employment of its own citizens in more profitable forms of the textile industry, is to reap the full benefits from the full employment of all its raw material, organic and inorganic, as far as cotton is concerned.

"We claim, and justly, that in no other land has Heaven poured such a vast abundance. We have the cotton, the lumber, the phosphate rock, the coal, the iron, the oil, the tobacco, the lead, the zinc and many other products of the surface of the earth or of the depths of the earth. But of what avail are our natural resources if we must leave them to be developed by others? We have, with all our achievements, only begun to handle this raw material. **We have only begun to manufacture close to the contiguous sources of material and power. Much of that power is in oil, coal or water. Much more of it is in our poor white boys. Unless they be brought into the refinery of the technical and the trade school, thousands and tens of thousands with inherent capabilities equal to the best in the world are doomed to eke out a scanty living, doing little for themselves or for their country.**"

Much has been done since this appeal was made 20 years ago, but it must be said that the progress achieved has not been in the slightest in keeping with the magnificent opportunity to do a work that will be of greater fundamental value than all the material progress that has been made.

Let the business men of the South dedicate themselves anew to this vital problem. Let them determine that another year shall not pass without at least starting a broad, well-planned educational program that will give the boys and girls of the South a real opportunity to develop their latent talents, so they can intelligently and energetically apply themselves to the great tasks before them. With the abundance of wealth that has come to the South in recent years, with every section crying for men and women trained to special work, never has the time been more opportune than now to begin a sound educational campaign that will fit the generation now growing up to utilize to a greater extent the abundant resources with which a munificent Providence has so largely endowed the South.

The object is worthy. The means are surely available. The results can be counted upon with certainty. Then, let this work be started.

### SUGGESTS TERMINAL WHOLESALE MARKETS AS AID IN REDUCING H. C. L.

**C**OMMENDING the MANUFACTURERS RECORD for its stand on the question of increased food production, and advocating the suspension of the Chinese Exclusion Act in order that the farmers, especially of the South, can secure needed farm help, Mr. Fred T. Loffin of Indianapolis writes that a fairer treatment for farmers is the most important thing. To bring this about he urges the establishment of terminal wholesale markets similar to those operating at Los Angeles and Atlanta, and under the plans projected for unified terminal markets at Indianapolis, Memphis and Washington. The Bureau of Markets of the Agricultural Department endorses the establishment of terminal markets as a means of holding down the cost of food distribution, and recommends the establishment of such terminals in cities of 100,000 or more.

The Bureau's outline of the project is as follows:

"The idea of a terminal food market is simple. Under the

plan which it involves, all wholesale houses are built in a locality which is convenient to all transportation lines. It is not necessary, or even desirable, to have them in the heart of the city, where land values are high. The incoming cargo of food is unloaded directly from the car or boat into a wholesale house, and is taken away by retail truck or wagon from the other side of the house.

There is no intermediate hauling or cartage. Cold-storage plants and auction rooms are also a part of a good terminal food market. This system of food distribution expedites the unloading of cars. Under present terminal conditions, unloading is often slow, and every week in the year many cars of perishable products spoil before they reach the wholesaler or even get inside the railroad yards.

"A well-planned city terminal food market has adequate trackage, switches and platforms, which facilitate the loading of the cars and prevent congestion inside and outside the yards. Quick release of cars is important if crops are to be moved before they perish. Furthermore, the retailer finds his buying simplified when all food products are concentrated in one place, and the work of the food inspector, too, becomes easier.

"The biggest saving in money, however, comes in lessened cartage and less hauling and deterioration of the food. Where the wholesale district of a city is remote from transportation lines, the cartage of the food products from the freight house to the wholesaler mounts into hundreds of thousands of dollars every year, all of which is added to the bill the consumers pay. This includes the cost and upkeep of the trucks and wagons and the wages paid the men who load and unload them and drive.

"To cartage costs must also be added the loss caused by the deterioration of the food products during the trip. Extremes of temperature can do considerable damage to perishable products in a short trip. The cost of the food which spoils in transportation is added to the cost of the food that is salable when it reaches the retailer, and the price the consumer pays goes up another notch.

"Farmers who ship on a consignment basis are able to get their remittances quicker under a terminal system than they can where the wholesale district is scattered."

Mr. Loffin thinks that the best way of establishing these terminal markets is by organization of a private corporation managed on strictly business principles, with reasonable regulation and inspection by municipal authorities. The Farmers and Truck Growers' Terminal Market Co., now being organized at Indianapolis under the laws of the State of Indiana, will have a capital stock of \$375,000 common and \$375,000 preferred. The benefits to be derived by such an organization are stated by Mr. Loffin as follows:

"Farm organizations naturally say through their spokesman that if marketing conditions do not improve in such manner as to afford farmers fair profits, they must curtail production. Establishment of the wholesale terminal market will cause thousands of acres of high-priced lands, now earning only a small per cent from grain and pasture, to be planted in truck crops, with returns intensified. As commissions earned by the company will be proportional to prices obtained for farmer patrons, shippers can rest assured of continued fair treatment. The immense volume of business will increase the amount of foodstuffs marketed. Costs to grocers, thence to consumers, will be greatly reduced.

"This is not a mere local enterprise. Large shipments have been promised from all parts of the country. One of the agricultural associations on the Gulf Coast promises enough to supply the market in season with Southern fruits, vegetables and other produce. One of the traction lines has agreed to put on an extra special produce train. Surrounding smaller cities, as well as Indianapolis, will afford consuming markets. Grocers from these will buy from the wholesale terminal market to save costs. Operation in Indianapolis will naturally be followed by similar establishments in other cities. Competent authorities say it will mean the end of food profiteering in the United States."

### IT IS THE TRUTH.

**T**HE world's destiny does not stand on constitutions or the League of Nations, so what is going to settle it? Congress could not settle a cup of coffee. The destiny of the world hangs on the gospel of Jesus of Nazareth.—Vice-President Marshall in an address to the Presbyterian Assembly in Philadelphia.

It is the truth.



## Mere Drifting Has Become Intolerable

THERE can be no question that the present Congress has failed signally to measure up to its opportunities and to its duties.

It came into power under peculiarly auspicious conditions. The war had terminated in the frightful blunder of the armistice, and that calamitous event had been succeeded by the wholly unfortunate decision of the President to absent himself from the country and participate personally in the debates at Versailles. The domestic affairs of the country had been badly neglected. The President had given no thought to them, as he admitted in his message summoning the new Congress into a special session last May. He had no suggestion to make relative to the railroad problem, and in a previous communication to Congress he had declared that this nation was so strong inherently that it need not be much bothered about. He swept aside, as it were, the whole question of reconstruction, leaving in the hands of Congress an opportunity for constructive legislation of the most important character.

But the President did insist on remedial legislation promptly to safeguard the great and essential industries which had arisen as a result of the war, and he went out of his way to cut protection of the dye industry, for instance, loose from all consideration of mere economics, demanding for it the absolute right to live, aside from partisan economic considerations. On that question the President was keenly alive to the exigencies of the day.

He was equally alive on another important issue, for in his message of May 20, 1919, he urged tax readjustments, and again, on December 2, 1919, he said: "I trust that the Congress will give its immediate consideration to the problem of future taxation. Simplification of the income and profits taxes has become an immediate necessity." And the Treasury emphasized this view.

It is one of the war tragedies that Congress rapidly became a "sewing society" and wasted its time in riotous verbosity. It has failed utterly to protect the industries which exigently require protection. Even the dye bill, the most exigent of them all, remains unpassed. All of the other emergency protective bills have been locked in a closet, chloroformed and put to sleep.

There has been no serious attempt to revise the revenue law, that monstrous concoction of economic absurdities. Business has cried out in pain and the whole nation has protested, but Congress has sat still. It may be pleaded for Congress as a mitigating circumstance that if it played politics it was only following the lead of the party in control at the other end of the capital, but the country has long since grown weary of excuses. There is but one test for a piece of machinery—does it do the work?

The plain truth is that the Republican House was so busy playing intraparty politics before organization that it drifted into a leadership so weak and insignificant that at no time during the session has that leadership been in anything more than nominal control. The country needed men who would honor the offices they filled, and it got men whom the offices honored.

There is much merit in the contention of Mr. Gompers that Congress has failed to meet requirements. But the trouble with Mr. Gompers' attack is that he protests against the few really good things that Congress has done. The Transportation Act is a great constructive measure, and credit for it cannot be taken from Congress. We agree with Mr. Gompers

that the spectacle of the great Department of Justice spending its time in advising the people to eat the cheaper cuts of beef was ludicrous. But when he talks about "control of credit capital" being put in the hands of a public trust to be administered on co-operative principles, and issues his philippics against any effort on the part of the National Legislature to protect the public against criminal efforts to starve the people and force them to acquiesce in the indulgence of a class, he breaks the force of all the rest of his argument and exposes himself not as a patriot intent on trying to secure just and sensible legislative enactments, but as a class protagonist engaged in playing politics for the benefit of a special interest. Mr. Gompers does not think in terms of the nation. His processes of thought have been unionized. His vision begins in shorter hours and ends in a larger envelope. Others may strive for greater production, but the goal of unionism, as Samuel Gompers teaches it, is "more for what you do and do no more than you can help."

It has been apparent for some time that no constructive measures for the general relief of the country are possible until leadership has been decided. Members of Congress rush madly to the dictionaries to discover if a proposed measure is good party doctrine or not. They do not know. Nor will they know until the party conventions have adopted their platforms and announced their candidates. Then there will be an acknowledged leader of the Republican party, whose decisions will mean something, and then there will be a Democratic leader, we surmise, whose entire thought and attention will not be given to internationalization. And unless the new leadership is followed a very radical change in the routine of government is inevitable.

The enormous powers of the Chief Executive are such that legislation of importance has been possible only when party government has been in full fruit. If there is to be a splitting up into Congressional groups, where majorities can be obtained only by coalitions, there will have to be some modification of executive authority. It will have to be made responsible to Congress directly through some approach to the parliamentary system. The country could not endure a succession of periods in which all progress came to a standstill owing to a deadlock between the Executive and the law-making authority. If every time something of importance comes up for decision there ensues a stalemate which can be broken only by the succeeding Presidential election, the nation will be beginning each new race when the other nations of the world are at the finish. Our position has become such that interminable delay in Governmental decisions is no longer feasible, and the very necessities of the case will prevent the repetition habitually of such periods of inaction as have lately burdened and penalized the nation.

Fortunately, in this Presidential year the parties can be compelled to specify what they intend to do on certain great issues, and they ought to be compelled to do so without equivocation. There will be no excuse then for dilatory tactics on the part of the party which is successful. But the most business men can expect is a decision in November on matters of vital importance. They will know after the electorate speaks about what Governmental policy is going to be. In the meantime promises are mere molasses to catch flies, not to be relied on, and to be given little serious attention.

Business has to fight for the right to live, and it must make the fight in the broad arena of national politics. It is there that all the "isms" must be met and conquered, as they will be, for if there is any one thing certain it is that the United States is never permanently "anti-business." No nation that does things can be.

## The Great Opportunity of the Mexican Leaders

THE Mexican chess-board presents a complicated grouping after another week. Obregon dominates the capital, and his popularity grows apace; Pablo Gonzales gives out reassuring statements of self-abnegation, behind which we divine the picture of a Mexican Achilles sulking in his tent; Palaez holds Tampico, and is ready to co-operate on terms that do not extinguish his political ambitions; the Arrietas sit tight in Durango, as they sat throughout the Carranza regime, admitting intercourse, but suffering no outside dictation in the State that they have successfully governed by virtue of majority support for years; Calles is in Mexico City, with 4000 troops of his own, prepared to persuade peace in an effective manner, which in his case does not involve the violation of rights as long as everyone stays good; Adolfo de la Huerta is also in Mexico City, where he has been appointed by Congress as president *ad interim*; and Jesus Acevado, provisional governor of Oaxaca, has declared in no uncertain language for the restoration of the Constitution of 1857, which was torn to shreds by its avowed defender, Venustiano Carranza, as soon as he had come into power under that banner. Both Acevado, who is a lawyer and a man of peace, and his military associate, General Melxueiro, who has been fighting for the Constitution since 1915, realize that the sympathy of the masses of thinking Mexicans is with them in demanding the final victory of the "Constitutionalistas," which was halted by Carranza's desertion of the cause, and they appreciate the sentimental value of their historic appeal, since these champions of the old Mexican covenant come from the famous State of Oaxaca that treasures the memory of such national heroes as Vicente Guerrero, one of the liberators of Mexico, born a peon, grown to an arriero, and developed by patriotism into a victorious soldier of the revolution of independence; Benito Juarez, the Indian patriot who overcame Maximilian and reconstructed his torn people into a nation under the Constitution that he gave them; and Porfirio Diaz, nourished on the Oaxacan spirit, who, after a career as romantic and spectacular as the Cid, built Mexico up to a position of power and dignity among the nations.

In the north, Francisco Villa, his terms refused by Calles, is again playing a lone hand, which means that Chihuahua will continue to be disturbed in the future as it has been throughout the period of Carranza's rule. This is the most unfortunate mistake that has been deliberately committed by the new revolutionists. The details of the conferences have not yet been made available. Villa had offered to attach himself to the revolution and had ceased his guerrilla warfare; but a cog slipped in the negotiations. Whether the blame lies with Villa or with Calles does not yet appear, but, as we stated several weeks ago, it was necessary to take care of Villa in order to insure peace. Had he been made Governor of Chihuahua, which, we believe, was one of his ambitions, that State would have been as quiet and as free from bandits as Maryland—if not more so, recalling certain recent exploits in Baltimore and Sandy Spring. It was Diaz's way to appoint strong men of the Villa type to clean up the States of their choice, and the system worked well. That was part of the secret of his success in bringing Mexico from a condition of lawlessness to a nation in which life and property were safe, even in the remotest part of the wilderness, in less than 20 years.

Calles would have done better to have showed less of his old-time spirit of the school master in the terms he laid down, for neither party was in a position to despise the other. Calles could have demonstrated superiority by making very large

concessions to Villa, who is also a man of many parts, some good and some evil, and who often exhibits a want of political wisdom.

He displayed this lack of proper political perspective in a singular degree at a time when he had the chance to become victor in the revolutionary struggle. It is worth relating because it casts light upon the prospect of the Mexicans rallying around a constructive political leader. The forces of Carranza were between the upper millstone of Villa and the nether millstone of Zapata. Just as Villa has been to an undeserved extent traduced, so Zapata has been depicted as the arch-villain of the ten last tragic years in Mexico. Nevertheless, Zapata, a man who may appropriately be classed with Guerrero, the liberator, like him untutored, and similar again in leading the downtrodden proletariat, held ideals. He more perfectly represented the spirit and meaning of the revolution than any other man who has yet appeared on the scene. He formulated a plan for restoration of the lands that had been unjustly appropriated from the pueblos by a process of official declaration that they were not held by title, subsequent denouncement, and purchase from the Federal Government at a cent or two per acre, despite the fact that they had been held for nearly two centuries under grants which recognized a kind of village-community ownership. The story of this legal robbery of the pueblos is familiar to every student of Mexican history, and American writers who had investigated these evils on the spot had been predicting the revolution for ten years before it occurred. Madero incorporated the demand for restitution of these lands in his manifesto, but not in the clean-cut way that it appeared in Zapata's program.

Zapata, using Palafox, a scholarly man, as his mouthpiece, presented his plan for reform, and within the borders of his State, Morelos, he put it into effect. While the rest of Mexico was seething in revolt, and statesmen in this country were negotiating with the popular factional chiefs, Zapata had peace in Morelos, where the lands were cultivated and food was abundant, while he defended the frontiers of his little principality with that sort of ruthlessness that made him feared and respected.

Finally, the time came when he believed that the principles he had applied in Morelos might be put into effect throughout the country, if he and Villa should co-operate to crush the politicians in the center. He appealed to Villa, and had, as he supposed, reached an agreement. He announced that he had no ambitions to become president, declaring that he knew he lacked the qualifications for such responsibilities, but he named Vasquez Gomez as his candidate. This man was a lawyer, a gentleman of aristocratic lineage, who had held ministerial portfolios under Diaz, but whose integrity and judicial spirit won him the trust of all classes. A better choice could not have been made. Vasquez Gomez at the time was a refugee, living in San Antonio, Tex. He went to Ciudad Juarez to meet Villa, and to his surprise was rejected.

It was the greatest political blunder Villa had made. He has now committed another in not coming to terms with the new regime; but, on the other hand, Calles has thrown away an opportunity by not making concessions that would have guaranteed peace in the north.

Meanwhile the leaders at Mexico City have a grave problem before them, but a constructive result may be anticipated if Gonzales does not interfere. The latest reports were reassuring. It was even stated that he proposed to retire to private life. In no better way could he show regard for the welfare of his country. The men in authority are friendly to

the United States, and will, we believe, proceed with caution so as to win our favor. It seems certain that the harrassment of our oil producers in Mexico will cease, but it is a question whether they will rise to the level of reinstating the old Constitution of Juarez, since this would materially weaken their hold upon the petroleum industry, which is one of their chief present sources of revenue. An adjustment might be made that would be acceptable to all, and if Obregon and his associates are wise they will take steps in this direction at once. Unless the old Constitution is again accepted, and a rational basis for the control and fomenting of the oil industry is established, further factional difficulties are likely to be incited.

The men now in authority have an opportunity to restore peace and prosperity to Mexico. If they pull together they are strong enough to accomplish it. If they do not they will find the economic necessities of the world will be so powerful as to compel policies that will disregard their factional plans. A country possessed of exceptional resources in raw materials becomes subject to external pressures unless it facilitates the proper use and distribution of these products. Mexico is blessed, or cursed, according to one's point of view, by one of the most extraordinary oil fields in the world. Last year her exports of crude petroleum to this country reached a value of \$26,000,000, which was only a part of her output; enormous quantities were shipped to Europe. The maximum amount of oil in the ground in the United States is conservatively estimated by the Geological Survey at 7,000,000,000 barrels, and we are exhausting it at the rate of more than 400,000,000 barrels per year. The known reserves in the rest of the world, outside of Mexico, are but little in excess of our own. In other words, the petroleum resources of the world outside of Mexico, are sufficient for about 18 years' supply. The intensity of the demand, therefore, is something that Mexico must recognize as certain to affect her politics unless by maintaining peace, and by a just and liberal administration of this natural gift, she commands the cordial support of the family of nations.

This is not said as a threat; it is a statement of fact, and so true is it that if we do not find means for co-operation with Mexico in the establishment of a sound and stable government, the rest of the world will exert an irresistible political pressure to that end both upon us and Mexico. Economics are, in the last analysis, the basis of all politics, and economic laws rise superior to the laws of congresses and the decrees of dictators.

In recognizing these immutable facts, and in making it possible for the world to operate in Mexico, she will not be surrendering her birthright. The oil resource, great as it is, will prove after all only a fleeting asset. The greatest resources of Mexico are not oil. Her sisal exports last year outstripped the value of her petroleum. Our imports from Mexico of this fiber had a declared value of \$40,000,000. We took \$10,000,000 worth of her cotton, \$10,000,000 worth of hides, and nearly \$6,000,000 worth of coffee. She shipped to us copper to the value of \$20,000,000, and \$5,000,000 worth of lead. In these items alone the total value reached \$91,000,000, as against \$26,000,000 worth of crude petroleum. The riches of Mexico lie in her lands and her mines; and through peaceful conditions her industries will grow and her riches increase to such an extent that the normal revenue from taxation will make the returns from her oil seem insignificant. The great prize of unbounded prosperity now lies before the men assembled at Mexico City. On their decisions, on the degree of judgment and wisdom that they display, rests the unlimited expansion or the ultimate undoing of their country.

## A NEW ENGLANDER REJOICES IN SOUTHERN PROSPERITY — AN INTERESTING LETTER FROM A LEADING BUSINESS MAN AND A REPLY THERETO.

Nash Engineering Co.

South Norwalk, Conn., May 25.

Editor *Manufacturers Record*:

I have been a great admirer of your paper, and have taken great pleasure in having several of your editorials reprinted in our local papers, as representing true Americanism and a sign of an awakening South to the prosperity that it has before it.

I fully sympathize in your closing remarks:

"The South's day has now dawned; the sun of prosperity is lighting up the dark places and hastening on to midday splendor.

"Surely every patriotic American, it matters not where he may live or what his politics, can rejoice that prosperity reigns where poverty, like a mighty pall, had for fifty years covered one-third of the nation's population and held back the full development of the most richly endowed region on earth."

We can also rejoice with you.

You say:

"No wonder the South sings a song of gladness! No wonder it is busy building factories and dwellings and highways and schools and churches! In these things it must fill up the vacuum of half a century during which it was busy trying to save Anglo-Saxon civilization in this region, which for years was in danger of becoming a San Domingo or a Haiti, and busy trying to eke out a bare existence while it saw other sections rolling in almost boundless wealth."

The vision of a North "rolling in almost boundless wealth" is not unalloyed with trouble, and millions of "native white Americans" went West to escape it, and millions of new Americans went with them. Then the tide of development went West. Much of it would have gone South if they had been welcome.

It is a new land we live in. Old lines have passed away.

If we call the older Americans, the white population who lived in the United States in 1865 and their descendants, the South is still nearly 90 per cent American. New York city has not much more than 10 per cent, Boston not much greater.

But it is not fair or true when you say that the North has been the cause of Southern conditions.

You say:

"Out of a depth of poverty in 1865 far beyond what Germany or France or Belgium have endured; out of a Bolshevistic ten years of reconstruction, due to unscrupulous 'carpet-baggers'; out of a labor chaos such as no other country has had to endure; out of the loss between 1865 and 1900 by emigration of 5,000,000 native whites—a greater drain than four years of war and ten years of Bolshevistic reconstruction; out of many long weary years of denunciation by politicians and hostile 'bloody-shirt waving' papers; out of economic slavery of all its cotton growers by reason of the effort of Europe and New England to beat down and hold down the price of cotton below the actual cost of production, the South has emerged triumphant and is beginning to see abounding prosperity which lifts the burden from all classes and thrills the South with 'the music of progress, the roar of the furnace, the throb of the locomotive, the buzz of the saw and the whirr of the spindle.'"

If the South has lost 5,000,000 of native whites by emigration, the Middle West and East have lost a far greater number. They have gone West and Southwest, and many of them have gone South.

The great problem of the Northern section is how to Americanize these foreign elements who have come in such overwhelming numbers to our shores.

As to the "bloody shirt," it has long since ceased to wave in the North. I know of not one individual who does not rejoice in the prosperity of the South.

Wise men can see that with "the music of progress, the roar of the furnace, the throb of the locomotive, the buzz of the saw and the whirr of the spindle" the South and the North will find that they are one in interest.

Only the politicians and "wavers of the bloody shirt," both North and South, can hold back the "music of progress."

If, now, the tide turns South, as it will, the Americanization question will become a Southern question. As the negro scatters to the North and West, and the whites move into the South, the everlasting questions coming out of slavery will disappear, for which we may all "sing a song of gladness."

Depend upon it, the theory of Europe and New England holding back the prosperity of the South is only a reflection from the



"bloody shirt." The South will share in the prosperity of other sections just as soon and to the degree that she enters into the same spirit of progress.

And the spirit of sectional strife hurts the North as fully as the South.

"If one member suffers, all the other members suffer with it," is an economical truth just as well as it is a spiritual truth.

Therefore, let us build up the South and the Southwest. Yes, also the North and the Northwest. Let us abandon our obstructive legislation, injurious to all. Let us build railroads and highways, encourage enterprise and substitute co-operation for the obstructive legislation from which the nation is suffering.

Then the "Song of Gladness" will be a universal song, and will last, and we will be American without a hyphen.

LEWIS H. NASH.

In the foregoing letter Mr. Nash has voiced the sentiment of the intelligent, broad-minded, patriotic men of the North and West who rejoice in the prosperity of the South, and who realize that that section is the nation's greatest undeveloped asset, undeveloped as compared with the vastness of its resources, and that the utilization of its resources will add enormously to the productive power and wealth of the whole country. With three-fifths of the coast line of continental United States, producing practically all of the cotton raised in America and 60 per cent of the world's cotton, producing all of the sulphur mined in the United States, and so absolutely essential in peace as in war; more than half of the oil output of the country, and a very large percentage of all the agricultural and manufactured products of the nation, here is a region of such limitless potentialities that its fullest development will enrich the whole business life of America and make this pre-eminent Anglo-Saxon section a stronghold for the safety of the nation in every hour of danger.

Nevertheless, Mr. Nash is not wholly correct in saying that the "bloody shirt" has long since ceased to wave in the North. There are still some elements in the North that resent Southern prosperity, but we rejoice that they are fast dying out, and the sooner they all pass into the other world, the better it will be for the rounding out of a broad Americanization of the whole country.

There are still some bloody-shirt wavers in the South who have not yet been fully reconstructed. They are responsible at times for arousing the vindictiveness which is still latent in some hearts in the North, but they are not as much in evidence in the South as the same class on the other side of the line. It is well that we should all thank God and take courage, believing that the time is fast approaching when except as a geographical expression there will be no North, no South, no East, no West, but simply one country, and when, without a tinge of ill-feeling anywhere, we can all join in one accord in singing: "My country, 'tis of thee, sweet land of liberty, of thee I sing."

In replying to Mr. Nash's letter we wrote as follows:

"Acknowledging receipt of your letter of May 25, I am in hearty sympathy with your position in regard to the nationalization of the whole country. For many years I have sought to break down sectional prejudice, and yet, in trying for many years to make the MANUFACTURERS RECORD the advocate of the South, I have been compelled to note and fight the 'bloody-shirt-waving' business of politicians, newspapers and some business men.

"A few days ago we had a disgraceful scene in Congress, when a Congressman denounced men like Jackson and Lee as traitors, and thus stirred every evil feeling that could be aroused in the lovers of the South. The proposition of a Georgia Congressman that the Federal Government should pension ex-Confederate soldiers, which called forth these denunciations of Southern soldiers by a Congressman was, in my opinion, absolutely unwise. As a Southern man I am opposed to it, but the denunciation of all the Confederates as traitors after the achievements of the South in the last half century for the good of the whole country was vicious in the extreme. It typifies a spirit which is still alive, but which, thank God, is fast dying out.

"Only a year ago, however, when an effort was being made in the South to increase the production of foodstuffs and to lessen the absolute dependence of that section upon cotton raising, a New England cotton mill man, chairman of the buying committee of the National Association of Cotton Manufacturers of New England, viciously denounced the South and spread broadcast his letter in many Eastern papers. He must have sent it out in carbon form to all the leading papers of New England and New York. He denounced the cotton growers, he denounced the South at large and, while he did not voice the sentiment of a great many New England cotton manufacturers, not a manufacturer in New England has publicly protested against his criticism of the South.

"I have the record of the last seventy-five to a hundred years of the work in England toward breaking down the price of cotton. In Parliament and in reports to the English Board of Trade from seventy-five years ago up to about a year ago the unceasing effort of English cotton manufacturers and financial interests back of them was to break down the price paid to the South for cotton. There has been no question about this. The English people have not denied it, and a few years ago Sir Charles W. Macarlan urged a combination of European cotton manufacturers for the express purpose of breaking down the price of cotton on the ground that speculators had intervened to bull the price of cotton, when, as a matter of fact, the cotton growers were getting these higher prices and the South was being lifted out of desperate poverty.

"The loss of five million native whites by emigration was not offset as in the Middle and Eastern States by immigration, and it may be a serious question as to whether immigration has not proved something of an injury to the Middle and Eastern States. But without this immigration you would have practically no cotton mills in operation in New England, for the operatives in the cotton mills are, almost without exception, of foreign birth, and you would have comparatively few other industries in operation without this foreign immigration.

"More than thirty years ago Hon. William D. Kelly, then known as the father of the House of Representatives and more generally called 'Pig-Iron Kelly,' because of his enthusiastic devotion to protection on pig-iron, wrote some extremely interesting articles for the MANUFACTURERS RECORD about the South and its great potentialities. He was arguing in favor of its development, and said 'the development of the South means the enrichment of the nation.' He meant not only the enrichment from the financial standpoint, but the enrichment in national life and the rounding out of a national spirit which would make the whole country safer and sounder from every other point of view as well as from that of financial prosperity.

"With that statement, 'the development of the South means the enrichment of the nation,' carried for many years as its motto, the MANUFACTURERS RECORD has unceasingly worked for the upbuilding of the South, knowing full well that there could be no well-rounded national life while one section was in desperate poverty and other sections were enjoying boundless prosperity.

"I fully realize that the big, broad, patriotic men of New England and of other sections are in full sympathy with the statement made by Judge Kelly, and many of them realize that General Grant was correct when, forty years ago, as we recently published, he said to his son that he did not look upon heavy immigration as an unmixed good, but he feared that the time would come when, with its large native population of Anglo-Saxons, the responsibility of saving the nation from the evil influence of the foreign immigration which was crowding upon our country would fall upon the South."

## EXPORTS DECREASE AND IMPORTS INCREASE IN APRIL.

**D**URING April the total value of merchandise exported by the United States was \$684,717,098, a decrease of \$30,083,039 over the amount exported in April, 1919. For the 10 months ending April, 1920, \$6,734,786,549 worth of merchandise was exported as compared with \$5,700,452,515 for the corresponding period of the preceding year.

Imports for April nearly doubled the value of the imports reported for April, 1919. In April the value of imports was \$495,741,075 as compared with \$272,956,949 for April, 1919, and for the 10 months ending April, 1920, the total imports were valued at \$4,254,744,140, in comparison with \$2,473,878,932 for the 10 months ending April, 1919.

## A Railroad President Who Believes That Highway Construction Should Stop Because of Labor Shortage

**I**N a recent editorial attention was called to a report that President Willard of the Baltimore & Ohio Railroad had urged upon Secretary Baker of the War Department that the Council of National Defense should, in view of the acute shortage of labor, endeavor to lessen all non-essential work, and that in this he included highway construction. We took exception to Mr. Willard's reported position on the ground that there was no more reason for lessening highway construction than for lessening railroad building and extension. Over the highways of the country there must of necessity be developed an enormous expansion of traffic commensurate in growth with the development of the railroad system. The railroads cannot possible handle the traffic of the country without expending billions of money in enlarged facilities, rolling stock, track, terminals, and other improvements so sadly needed. The whole business of the country is being halted by inadequate railroad transportation, and this is pre-eminently true as to coal, but if the traffic that is now being carried by motor trucks and automobiles was suddenly shut off and thrown upon the railroads, there would be a complete collapse of the whole railroad situation.

The editorial to which we have referred called forth a letter from Mr. S. R. Swiss, advertising manager of the Republic Truck Sales Corp., in which he expressed the thought that we must have wrongly quoted Mr. Willard in this.

"I have clipped out the article on page 90 in which it is stated that Daniel Willard, president of the Baltimore & Ohio Railroad, wrote Secretary of War Baker regarding curtailment of non-essential industries, and in doing so included road building among the non-essential industries.

"If Mr. Willard made any such statement in his letter, it would much amaze me, because he, of all men, knows full well the wonderful scope of useful service which the motortruck proved itself capable of rendering during the war. His experience in Europe at the time must have convinced him of that fact.

"I wonder whether the item published in the MANUFACTURERS RECORD is correct? Do you think it would be possible to secure an authentic affirmation of the statement alleged to have been made by Mr. Willard in the letter he wrote to Secretary Baker?"

In reply to a letter to Mr. Willard, asking if he had been correctly quoted, we have the following:

*Editor Manufacturers Record:*

Your letter of the 26th instant is received, and I note the inquiry which you make therein with reference to an item appearing in the daily papers, wherein it is stated that I have suggested to Secretary Baker a curtailment of non-essential industries, including road building, etc.

The item to which you refer has a basis of truth behind it, but, as is frequently the case, it does not reflect the whole truth. It has been quite generally recognized for some time that there is a shortage of manual labor in this country, as well as of transportation facilities, the latter being due at least in part to the fact that during the twenty-six months' period of Government control the usual amount of new equipment was not purchased, and to the further fact that an unusual amount of existing equipment was worn out, owing to the severe requirements under war conditions.

Further, it is a matter of common knowledge that the farmers are having great difficulty in obtaining necessary labor to prepare the ground and put in this year's crop. Estimates from all directions show that there has been a large curtailment of seeding this spring on that account, and the situation seems to be growing more acute rather than less so.

With these things in mind, I did write to Secretary Baker a short time since in his capacity as Chairman of the Council of National Defense, and suggested to him the propriety of instituting an inquiry into the matters I have mentioned above, and if his inquiry should develop that the information which has reached me in that connection is correct, I ventured the further suggestion that the matter be brought to the attention of the people of the country by the Council of National Defense, together with its recommendations that, so far as possible, work and improvements

of lesser importance should be postponed for the time being, in order, first, that there might be no curtailment of this year's crops, and, second, that a greater number of cars might be available for the movement of coal.

In my letter to Secretary Baker I called attention to the fact that it was my understanding that arrangements had been made, or were being made, for spending a large sum of money for extensive highway reconstruction, and I suggested that work of that character might well be postponed for a period until the labor situation became less acute, and that if it happened later on that there should be a recession in business, road work and public improvements could then be started and in that way prevent unemployment.

I suggested to Secretary Baker that recommendations from the Council of National Defense, based upon conditions such as I believed to exist, would, in my opinion, be given careful consideration by the people generally, and would inure to the public good. I am as strong a believer as anybody in good roads, and I appreciate that the condition of the highways in this country upon the whole has not been creditable to our nation, and I am in favor of highway improvement wherever and whenever it can be justified as being in the public interest; but, however important good highways may be, I believe it is even more important that we should have large and safely harvested crops.

I regret that so much publicity has been given to my letter to Secretary Baker; nevertheless, I did write him as you were led to suppose, and I did make recommendations generally such as I have set forth in this letter, and, if my understanding of the situation as a whole is correct, I believe my recommendations were justified in the public interest.

D. WILLARD.

Mr. Willard while expressing his very high opinion of the need of improved highways, at the same time reiterates his belief expressed in his letter to Secretary Baker that among the industries which should be halted, by reason of the labor situation, highways should be included. Mr. Willard says that he called Secretary Baker's attention "to the fact that it was my understanding that arrangements had been made or were being made for spending a large sum of money for extensive highway reconstruction." It seems rather astonishing that a man as well informed as Mr. Willard should not have known definitely that these arrangements had been made and that hundreds of millions have been voted and are being expended upon building highways.

We cannot agree at all with his position that this highway work should be postponed. We know the scarcity of labor on the farms, and we fully agree with Mr. Willard that it is supremely important that we should have "large and safely harvested crops." But in this very issue we are publishing a letter from Texas showing that a considerable proportion of last year's grain crop is still on the ground because the railroads have not been able to furnish the cars to haul it away. Similar conditions exist over a large part of the country. A few weeks ago we published a statement showing where Kansas farmers, hampered in the same way, hauled 3,000,000 bushels of grain by motor trucks and thus helped to meet the acute situation which had developed by reason of their inability to ship by rail last year's wheat and corn.

No one appreciates more fully than the MANUFACTURERS RECORD the need of enlarged crops. The shortage endangers the safety of our country, but we cannot agree that lessened highway building is going to improve the situation. It would be just as appropriate to lessen railroad construction as highway construction. If the building of highways is taking men, as Mr. Willard says, away from the farms, so the expansion of railroad work is taking men away from the farms, but no one for a moment suggests that there is any necessity of stopping railroad construction or the building of cars and locomotives.

If every car and locomotive shop in the country should shut down and all expansion of railroad facilities should cease,



enough men would be thrown out of employment to materially increase the supply for farm labor, provided these men would all go on the farms. But as no one would be so foolish as to make that suggestion seriously, so we cannot believe that any one who would broadly consider the whole matter will seriously suggest the lessening of highway building in order to send men thus employed back to the farms.

It is true that highway work is drawing men from the farms, but so is the iron and steel industry, so is cotton manufacturing, so is house building, so is railroad work, and every other line of industrial activity which is paying higher wages for shorter hours than can be paid on the farm for long hours.

We must meet the problems of farm labor, and with that need as stated by Mr. Willard we fully agree, but we cannot for a moment think that his scheme for doing it is a wise one.

### SHORTAGE OF COAL CARS THROTTLING ROAD BUILDING.

A PROMINENT business man and building-material producer predicts that from now on the country will face a bad shortage of coal cars, and calls attention to the many reasons for such shortages, which will have a disastrous effect upon the building of good roads, vital to the welfare of the nation. He writes to the MANUFACTURERS RECORD:

"The South, of course, must be depended upon to feed the rest of the country. 'Go Back to the Farm Movement' must be fostered. I believe you can do this country a great fundamental service if you can 'turn your guns' on the problem of co-operation on the part of the railroads for the building of good roads and create a sentiment in favor of this in Congress and force the railroads to provide the necessary equipment for this exclusive purpose. In the South we build roads the year 'round. The South is where the food is produced, and where we need the extension of agricultural development.

"The railroads can help if they want to do so. They have never built a single car for the movement of road material, and the coal cars that are being built now are large bottom-dump cars, which cannot be loaded with gravel. In other words, heretofore we have been allowed to load gondolas when they were not needed for coal; they are now not even building these.

"In other words, the road-building business is not only not being taken care of by the railroads, but, as I have often urged upon you, is slowly being killed. Heretofore, we have been able to operate eight months in the year and get some cars, but now I do not expect we will be able to operate over four months in the year. So serious was the situation that we were forced to go into the commercial business, and get away, to a great extent, from road building to keep from going into bankruptcy. Other concerns are in the same fix. One company, which is still in business, but poorly so, lost \$60,000 last year on its operations, and, unless the railroads build gravel cars, or more coal cars which are suitable for gravel loading, you can readily see the situation is going to get worse.

"Originally, when gondolas were not used for gravel loading, the railroads stored these cars in the summer time at the mines, and in return for use of the tracks did not charge the coal companies any demurrage in the winter time, and, while there was a bad shortage of cars for gravel and rock loading, thousands of coal cars were stored in this manner at the coal mines.

"There is no justice whatever in coal companies being exempted from demurrage by the railroads, and unless this practice be abolished, the railroads will continue to store these cars at the coal mines and insist that they have no cars for gravel or rock loading, which is just exactly what they are doing.

"Coal mines should pay demurrage just the same as any other business, and there is no reason whatever that they be considered as preferential and make a profit at the expense of the public.

"There is another abuse practiced which cuts down car supply. Coal is shipped to seaports ostensibly for export, and then, when the car is delivered to its destination, no demurrage is charged, and, while a lot of this coal never goes for export, still the car is used for a storage bin, but not one dollar demurrage is charged. Hundreds of cars are tied up in just this manner."

The MANUFACTURERS RECORD is in full sympathy with the back-to-the-farm movement and the absolute need of building good roads. It recognizes that the country is short of coal

cars, too. But the railroad situation is in a far worse condition. The railroads of the country are short on every class of equipment and need to spend billions of dollars in the next few years. Probably no one sees their needs in this respect better than the railroad officials themselves. Before the railroads can furnish cars to shippers in every line who are crying for more cars in order to keep their plans operating, the cars must be built. But to get the money to build the cars and rehabilitate the roads of the country under the present situation in the money market is the problem. It is up to the Government and the Federal Reserve Board.

### GREATER EFFICIENCY WOULD CURE MANY ILLS.

MR. WILLARD may not be very far wrong when he asserts that an increase of a billion a year in freight rates would not necessarily increase the cost of living. We think he can justify that view in theory.

We stated recently that freight congestion was costing the nation at least a billion a year. A noted economist who read that statement said: "Make it ten billions and you will be more nearly correct."

Just where the "freezing" point is on the thermometer of transportation service nobody knows. Doubtless there never will be an exact adjustment, when the money return will exactly balance the service given. But it is almost an axiom that poor service is the most expensive service under the sun. It is an objective to get freight moved at the lowest possible rate, but where the rate is so low that the freight does not move, there is created instantly an uneconomic situation.

While Mr. Willard, therefore, is probably correct theoretically, it may be doubted if he is correct practically. Given even a surplus of equipment, the railroads will never function efficiently unless there is morale in the personnel. Allowing for the human factor, an increase of a billion in freight charges can be absorbed practically to a great extent in better service, but it is inevitable that a part of it should be passed on to the public in the form of higher prices. It will work that way beyond question.

There are economists who appear to believe that it is quite possible to throw a pebble in a pond and not have the circles widen. But the centrifugal power of increased operating costs has seemed to us invariably to have given greater radius to the vicious circle, the only thing not changing being that fixed center—the amount of gold in a dollar.

As a corollary to Mr. Willard's theorem, the railroad unions will doubtless answer that an increase in wages of a billion will also have no effect on prices. In theory that also is correct within limits, assuming that for the higher wage every employee would give a greater return. We have not the slightest doubt, for instance, that the efficiency of railroad labor could be doubled without putting any man to undue hardship or making of him a beast of burden. But we have not seen a responsible suggestion made by any union chief that the public may expect such increased efficiency in case of increased wages. Mr. Willard does promise that the roads, if given increased rates, will give a better service. The unions make no such promise. They intend, apparently, that the entire cost of the increased wages they expect to get shall fall on the public, and that is where it will fall.

Quite learnedly we may rush ahead into all sorts of extravagancies, loading industry with all it can bear, but in the end the nation will come to see that the old "copybook maxims" are the best rules of conduct, after all, and that it is no more possible in the twentieth century than it was in the fifth to lift one's self by one's own bootstraps.

## WILL PRICES DECLINE?

**I**n April 7 issue of Engineering and Contracting Mr. H. P. Gillette, editor of that publication, devoted 20 pages to a very elaborate painstaking discussion from many angles of the cause of high prices and high wages and the outlook for the future. Mr. Gillette discussed the matter from the viewpoint of political economy and of practical common sense and with an elaboration which we have not seen in any other publication. Whether one agrees with all his conclusions or not, no one can carefully study this elaborate compilation without a profound appreciation of the vast work involved and of the intense interest to all classes of people of the many facts presented. Mr. Gillette in many respects takes an entirely new view of the whole price and wage situation and discusses it from angles different from those of most political economists. In some of the concluding paragraphs of this elaborate discussion Mr. Gillette said:

"Having determined the probable lower limit of average commodity prices, we can now predict with considerable accuracy as to future construction costs.

"When the general price level changes, because of an increase in money or in the rate of money turnover, each commodity tends ultimately to change in price to an equal degree. During a war period the prices of textiles, steel, food and other things that are greatly needed for war purposes rise more rapidly and higher than the prices of commodities (such as brick, cement, etc.) that are not in such great demand. But after the end of the war the prices of the commodities that have risen most fall ultimately to the average price level, whereas the prices of commodities that were below the average price level rise until they reach it.

"Such data make it clear to me that building material costs averaged about as low in 1919 as they will average for many years to come. Moreover, it should be remembered that the labor of building construction constitutes 40 to 50 per cent of the total cost of construction (see the writer's Handbook of Cost Data). Wages in the building field have risen greatly, but will probably rise more. Any slight decrease in the prices of building materials that may occur will be fully offset, and more, too, I think, by the rise in wages during the next few years. Hence nothing is to be gained eventually by postponing building construction.

"The same holds true of practically all construction, such as roads, railways, water-works, sewers, etc., and for the same reason. Where a large part of the construction cost is the wages of common or unskilled laborers, the costs of construction will undoubtedly rise. Immigration has fallen off to almost nothing, and, since unskilled workers are recruited mainly from immigrants, it is evident that the wages of unskilled workers will continue to rise, although they are relatively high already. There is little likelihood that America will again permit a million immigrants to come to this country annually, a million being the average rate for the ten-year period prior to 1914. The inevitable effect of reducing the supply of common laborers so greatly will be to raise the wages of those that we now have.

"My inference from these facts is that it will be futile to postpone construction of any kind in the hope of lower construction costs. It will be many years before construction costs will decrease materially below the level of 1919.

"Some Imaginary Causes of High Prices.—Among the imaginary causes of present high prices are: (1) Profiteering, (2) extravagance, (3) inefficiency of workers, (4) scarcity of commodities in America, (5) high taxes.

"Profiteering, even where it exists, cannot affect average prices, however much it may affect the prices of a given class of things. Profiteering merely serves to change the distribution of the total currency, but does not change the total. Profiteering does not change the total buying power of the nation, for that is measured by the product of the total currency and its rate of turnover. Profiteering diverts the currency into pockets and bank accounts that it would not otherwise have reached; such a diversion may result in a greater buying of certain commodities by the profiteers. But by as much as those profiteers increase the demand for the things they purchase, by an exactly equal amount there occurs a decrease in the demand for the things that would otherwise have been purchased had there been no profiteering.

"The very same sort of reasoning holds good as to extravagance. Extravagance diverts money from the purchase of, say, construction materials to, say, diamonds and silks; but extravagance alters not one whit the total buying power of a nation.

"Those who attempt to reason in the field of political economy are prone to reason falsely, because they think that what is true of one or many individuals must be true of a nation. An individual may grow wealthy by the accumulation of paper money, but

a nation, never. Similarly the prices of certain articles may rise as a result of extravagance or of profiteering, but the prices of all articles cannot possibly rise from such causes.

"I have already shown that the alleged decrease in efficiency of America taken as a whole is purely imaginary. America never produced as much per capita as it produced in 1918 and 1919.

"A general scarcity of commodities in America does not exist. This also is a fictional reason for high prices.

"Scarcity of commodities in Europe affects average prices in America only in one or two ways: (1) By the shipment of gold to America, and (2) by increasing the rate of money turnover. It has done both; our currency has increased about 50 per cent since 1913, and our rate of money turnover has increased about 33 per cent.

"High taxes have no effect on average prices, unless they cause a stagnation in industry. It is possible that this may yet occur to some extent, because the graduated income tax takes away a large part of the profits in business of a venturesome nature (notably mining), and therefore tends to a restriction of business enterprise. Also, if high taxes lead to a permanent and large increase in Government activities of an unproductive nature, there results a lowering in productive efficiency per capita (the E in my price formula) and a consequent rise of average prices of commodities.

"The Bureau of Labor has just published index prices that show a halt, at least, in the rapid rise that has been in progress since 1915. Based upon this significant fact and upon the fact that our money supply has been stationary for nine months, it is probable that average prices will begin to recede this year. However, the probable influx of \$500,000,000 in gold before the close of this year will prevent a very marked recession in prices, and may cause a rise early next year, since the percentage increase in currency is likely to exceed the percentage decrease in the rate of money turnover.

"Is it wise to lay in a large stock of goods or supplies now? If securable at a price not much in excess of 1.75 times the pre-war price, yes; if not, no.

"Can bankers safely lend money on buildings erected at present prices? Yes, for building costs will decrease but little in any event, and are more likely to increase somewhat for many years to come.

"Will the costs of operating public utilities decrease so that pre-war fares or rates will suffice? No. The level of commodity prices and wages will not descend permanently below one and three-fourths times the pre-war level for many years to come."

## ENGLAND AND AMERICA SHOULD BE FRIENDS, NOT CRITICS OF EACH OTHER.

**I**T is difficult to conceive of any greater calamity which could befall the world than the creation of a spirit of bitterness and secret enmity between Great Britain and the United States. Upon these two countries and their close friendship rests the future of all civilization. It is in their power, if in close harmony, to carry forward the work of civilization; but if they were at secret enmity, with constant misunderstanding and bitterness, the civilization of the whole world would hang in the balance. These two great nations, speaking the same language, more nearly representing the same thought in government, in religion, in industry and commerce than any other two nations on earth, should forever live in such close friendship as would prevent, under any conditions, the development of a spirit of bitterness. In saying this we do not for a moment suggest that these nations should not be friendly and aggressive rivals in trade or that either of them should blindly follow the other.

The things which have been said in Washington lately and the most unwise testimony given by Secretary Daniels, merely for the purpose of discrediting Admiral Sims, endanger the friendship of America and Great Britain and in that way endanger the world's safety.

If President Wilson, in the turmoil of the hour, undertook to suggest how the British Navy, behind which we had hid for two years, should be run, it was an unpardonable blunder in Secretary Daniels to divulge the criticism now. We cannot believe that Mr. Wilson could be responsible for Secretary Daniels' unpardonable mistake in bringing out secret telegrams and instructions issued by Mr. Wilson. It is not always the part of wisdom to divulge statements which, under stress of

circumstances, have been made of friends or even members of the same family. Some things are better left covered up rather than exposed to the public gaze, even though in exposing them some indiscreet man or woman may find a peculiar satisfaction in stirring up hatred.

If all Secretary Daniels said against Admiral Sims were true, even if he had been guilty of more than Secretary Daniels claims, it would have been the part of common sense and wisdom and of religion itself to keep quiet and not make public the secret archives of the Government.

In order to defend himself and the navy, Secretary Daniels has been guilty of what might be called a breach of trust such as has rarely happened in the history of any civilized nation.

Personal safety, party bitterness or nothing else can justify divulging such secret orders as Mr. Wilson gave, when these orders involved a criticism of Great Britain and its navy. These criticisms necessarily will rankle in the heart of every Englishman for years to come, and very justly so. Mr. Wilson made a mistake in ever sending such criticism of the British Navy through Admiral Sims, but if Admiral Sims were guilty of all the misdeeds charged against him by Secretary Daniels, his shortcoming would be meritorious as compared with the mischievous blunder which Secretary Daniels has committed.

It is not possible for any Englishman, admiring his navy, as every Englishman does, to think of this criticism without an unspoken thought to the effect that he would rather like to see a test of the power of the English Navy against the American Navy. He will smother the thought, he will kill it, and yet again and again it will arise and he will feel that Mr. Wilson and Secretary Daniels have practically dared the English Navy to show whether or not it has the courage and ability of the American Navy. That very fact is one of the awful possibilities of evil, and it behooves every lover of humanity, every lover of America, to do all in his power to overcome this evil seed which the Devil has sown and to create a spirit of friendship between these two great nations which will for the centuries to come enable them to work side by side in the advancement of all humanity and in helping to rebuild on the ruins of the war a greater civilization than the world has ever known.

### IT DOES NOT HELP EUROPE TO CODDLE HER.

**W**E doubt if Mr. Davison is doing the cause of Europe much good when he persists in appeals to the charity of this nation to finance the Continent's economic revival. Appalling as are Mr. Davison's descriptions of Europe's necessities, the evidence does not entirely sustain him. It is not borne out, for instance, by Mr. Vauclain of the Baldwin Locomotive Works, who is a keen observer and has enjoyed remarkable opportunities for observation. Neither is it sustained, we understand, by Dr. Alonzo Taylor, whose work with the Food Administration entitles him to the rank of expert.

There are in Europe splendid opportunities for long-range profit in sound investments. There are innumerable private enterprises in Europe which deserve financing, on a business basis, and the fact is that large sums of American money have already flowed into such investments and larger sums are on the way. But when Mr. Davison pictures parts of Europe as completely wrecked, the very emphasis which he places on the wreckage tends to make those who have funds available doubtful either of the expediency or of the feasibility of advancing any funds whatever. He is by indirection breaking down European credit, the very thing he is trying to rehabilitate.

The United States is not and never has been an eleemosynary institution. Congress is not authorized to pipe-line the national funds into European pockets. Europe is not going to recover by trying to get something for nothing. Those who put Europe in that attitude do Europe no good. But where there is a willingness in Europe to toil, a willingness to do

something in return for help, help will be forthcoming, and forthcoming in abundance.

You cannot catapult a continent into prosperity. You cannot by charity make Europe self-supporting and self-respecting. Nor does Europe want such rehabilitation. She wants to earn her own way and stand on her own bottom. That is what she will do, and the rest of the world will help her to do it, provided some politicians and sentimentalists will quit promising miserable people that all they have to do is to keep their mouths open and into them will drop manna from the skies.

### A DISCREDITED NATIONAL PLEDGE.

**A**N advertiser in the MANUFACTURERS RECORD, owing a bill of about \$200, sent us a short-time note, accompanied by a Liberty bond for \$500, asking that we accept the bond as collateral and send him the difference between our bill and the amount we were willing to advance on the \$500 bond. Here was a case where the unwillingness of banks to lend on Government bonds forced a business man to try to utilize the bond which he had by using it as collateral for a debt and to get a small advance of another couple hundred dollars or thereabouts over the amount he was in this way trying to pay.

What a pitiable situation which finds a Government bond thus without negotiable bank value, and which the Federal Reserve Board had driven down to so low a price in the open market as to make the holder lose about \$45 on his \$500 investment if forced to sell to meet payments due!

### ALL NEWSPAPER SUBSCRIPTIONS ON FALSE BASIS OF CHEAPNESS.

**I**T is a very rare thing for the MANUFACTURERS RECORD to receive a letter questioning its subscription price, but one subscriber in Texas in renewing his subscription refers to having heard someone else say that he had not renewed, as he regarded the cost of subscription as too high.

The subscription price of the MANUFACTURERS RECORD in proportion to the cost of publication is not one-quarter as high at present as it was when the price was \$4 a year. The actual cost of white paper, typesetting, press work and mailing is about \$20 a year, and as the subscription price is \$6.50, the loss on every subscription is about as great as any reasonable man to whom the MANUFACTURERS RECORD is of any value whatever would expect us to stand. Indeed, the subscription price of this paper, and of all other industrial and business publications generally, should be at least double what it is in order to come measurably within the actual cost of the physical part of publication. The cost which we have mentioned does not include any overhead or fixed charges, does not include any editorial or business office work, although the number of employees in our editorial and business offices necessary to get out the paper now exceeds 100, without counting the men engaged in the mechanical work of printing and folding and mailing. Added to this feature is the fact that the MANUFACTURERS RECORD is giving about twice as much reading matter at \$6.50 as it formerly gave at \$4, and we are quite sure that it is far more valuable to every reader than it was up to five or six years ago, because while it covers the South as fully as it then did, it now broadly discusses all the great economic issues of the hour which affect the welfare of our whole country.

One great mistake which all newspapers have made is in putting their subscription price below the cost of production, the only industry we think in the world which has ever followed so unwise a system. Until newspaper people generally change this method of doing business and put on their papers a subscription price commensurate with the actual cost at least of the paper and the printing and the press work and the mailing, publishers will never get their just financial dues.



## England Should Not Nourish the Bolshevik Dragon

AS a result of the war Great Britain finds herself in possession of Mesopotamia, in absolute control of Persia, through a protectorate, and in control as trustee of the Dardanelles, which is the same position she held toward the Suez Canal and Egypt until she assumed complete authority in that country.

Meanwhile the Bolsheviks have been seeking means to menace the peace of Europe, and one of their aggressions, inspired by Germany, was directed against Poland. The quarrel between Russia and Poland is very ancient, and more than once in centuries past the clash between these neighbors has aroused a patriotic fervor of resistance in Russia that has tended to consolidate her power. In the present instance, however, it soon became apparent that the counter-attack of Poland was not destined to produce such an effect upon the internal politics of Russia, because that country was controlled by a moribund government which was destined to early collapse. Only through the submergence of Bolshevism in a popular and truly national Russian revival could any effective resistance to the Poles be anticipated. At one time there was a glimmer of hope that Brusiloff would constitute the nucleus of such a movement, but this passed, and the Polish armies swept victoriously southward. This threatened the entrance of Poland as a factor in Black Sea politics, which might affect the arrangement made for control of Constantinople and the Bosphorus.

In the face of this threatened change in the situation sinister rumors began to circulate regarding recognition of the Lenin government. Then the rumors subsided, but the Bolsheviks had caught an inspiration. Disturbance of the *status quo* in the Near East was evidently a means for encouraging recognition, without which it was clearly seen that Bolshevik rule must speedily collapse from internal pressures. Accordingly, forces were detailed for a raid upon Persia. This was striking England at a vital point. To add force to the threat it was announced that the Bolsheviks were preparing a Moslem alliance, and, in fact, an active propaganda was pressed forward having in view a Mohammedan religious war. This was a shot over the head of Persia, falling squarely upon India, where a vast population professes the Moslem faith.

Immediately we hear renewed talk of recognizing the Bolsheviks, and arrangements are actually made in London to receive Krassin, a Soviet envoy, to discuss not only an agreement for commercial exchange, but peace between England and the Soviet "Republic."

It is almost incredible that a great power like Great Britain, that fought so valiantly to save civilization from the Hun, should for a single moment contemplate so suicidal a step as to feed the Soviet monster that seeks to destroy every government in the world, to ruin every home, to despoil us of all that we hold dear and precious in civilization. The instant that recognition should be accorded the Bolsheviks would be free to propagate their destructive principles in every country. They could point to their "success" in Russia, admitted and sustained through diplomatic and commercial relations with one of the great powers of Christendom.

Instead of threatening India the threat will be one of death for the British Government, of disorder and disaster for every other government. Throughout the world there will be a *dance macabre*, and a disintegration of our civilization. Such a step, no matter how plausible might be the excuses, would be an irrevocable crime against humanity. Every man who loves his home, his wife, his children, must protest against it with all the energy he possesses.

India is not dangerously menaced by anything the Bolsheviks have done, nor is the attempt at a pan-Islamic rising the ogre that it is pictured. Disturbances and massacres there might be, but they would be local, and would succumb

to the superior soldiers and superior weapons of the Christian world, and every civilized nation would join in suppressing such a movement. It would be something exterior, something that we could crush, for we could find and overtake the enemy. But Bolshevism, given a cloak of semi-respectability through recognition, would spread the seeds of anarchy broadcast to quicken in the bosom of society and disturb the world.

Surely such monstrous folly as this will not be committed by the country that has helped to carry the doctrine of the Gospel and the principles of law and order around the globe!

### WHY NOT?

THE business men of the country, who include all the great forces alike in the Democratic and Republican parties, have too long taken a back seat and left to mouthing politicians the management of the vast machinery of this Government. Business men have almost been afraid to express their opinion on any subject for fear that they would be charged with trying to dominate the nation, and afraid to be represented in Washington for fear of being charged with lobbying, while all the radical labor elements of the country, in and out of Government service, can maintain all the lobby agents they want and no one lifts a voice in protest.

It is accepted by the country at large that the Socialists and the Radicalists and the Communists and the Bolsheviks and all the other "ists" of the land can fill Washington with their agents, fill the newspapers with their propaganda, and still go without a word of criticism. But the moment business men undertake to make their voices heard in Washington there goes up a mighty cry of lobbying. Everything done in Washington to express the views of the business interests of the country, upon which the existence of the nation rests, is lobbying in the sight of many politicians and many newspapers, but everything which is done by the Socialists, the Communists, the Radicals, the Reds and the Revolutionists is holy propaganda work in the view of the same people.

Fortunately, however, there is growing up in this country a realization on the part of all thinking men that as America is one of the greatest organizations on earth, requiring great managerial ability in the wise direction of its affairs, so there should be called into the management of its affairs men of the highest possible business ability and of business training, men able to run Governmental financial affairs with the thoroughness and accuracy with which every great business organization must be managed if it would not go on the rocks of bankruptcy.

It was probably with this thought in mind, and as a personal tribute to one of the great business leaders of America, which was voiced at the annual dinner of the American Iron and Steel Institute last Friday when Charles M. Schwab, in his inimitable way, indicated that if he had the power of selecting the greatest business manager in America for managing the vast machinery of this Government he would call to the task Judge Gary, the president of the United States Steel Corporation, and instantly 1400 at the dinner—men representing both political parties and every section of the country—rose and wildly applauded the suggestion.

Is it too much to hope for that some day men of the standing in the business world of Gary, or Schwab, or others of their phenomenal business activity, may be called to the great task of reorganizing the work of the management of the Government of this country in order to cut out the vast waste that now goes on, to save the nation the billions of money now thrown away, and to bring into every department of Governmental work the greatest constructive and managerial geniuses which the nation has ever produced?

## THE INJURY OF LOWERED BANK CREDIT TO ALL INTERESTS.

Sam Powers Company.

Anniston, Ala., May 24.

*Editor Manufacturers Record:*

As a retail merchant, I desire to enter a protest against the press reports that are being sent out from Washington in regard to the so-called price-cutting wave that is claimed to be sweeping the country, which is erroneous and is creating a false impression upon the trading public. The Department of Justice has merely gathered together a list of department stores in different cities that are featuring mid-summer sales much earlier than usual on account of the backward season, and who, in order to convert the early season's merchandise into cash, are willing to make price concessions and take a quick loss rather than tie up their money longer on passing season's styles. But every merchant knows that merchandise he has contracted for for next season's delivery is at an advance over the previous season, and every sensible person must know that a merchant cannot sell goods at a loss as a business principle and continue in business. I enclose you a clipping of a press dispatch of today, which, to my mind, is calculated to strike a death blow to the retail business of the country. I quote from the article enclosed:

"Slashes of 20 per cent have given way to further cuts of 30 per cent by many clothing and department store dealers. Justice Department officials hope to see the price cuts hit the 50 per cent mark next week. When the 50 per cent cut becomes general, the lowest price level which can be reasonably hoped for under present conditions will have been reached, it is believed.

"Then the Justice Department officials plan to swing the entire influence of the Government into the situation.

"Government officials take the position that the general price-cutting wave is evidence that there has been profiteering. Dealers who show an inclination to increase prices again at the first opportunity will be confronted with this fact. If they persist in raising prices after a warning, evidence will be collected for criminal prosecutions."

"In the name of high Heaven," does the Department of Justice mean to say that a merchant cannot offer a certain stock at any given reduction for a given period and then revert to original price without being indicted for profiteering? It seems to me the Department officials are catching at a straw in the effort to attempt to show the American consumer that through their efforts this cut-pricing has been accomplished.

I believe that it is simply political propaganda being promulgated on the eve of the political conventions at the expense of the retail merchants, and I believe will work untold harm upon the business interests of the country.

SAM J. POWERS, President.

Mr. Powers is unquestionably correct in his statement that only harm is being done by the wild propaganda that is being sent out by Washington. It verily looks as though some species of insanity had taken possession of some men in the Department of Justice and of many other Washington officials, who, apparently, are gloating in the possibility of breaking down the business interests of the country. Ignoring the fact that if they can, by this propaganda, break down the prices of all commodities, they will bring almost universal poverty where there had been almost universal prosperity. It is not simply the retail trade which will be injured, as mentioned in Mr. Powers' letter, but the manufacturer, the middle man, the wholesale dealer, the farmer and the laborer—all will share, and to an equal extent, in any suffering which may come from the depression which Washington seems determined to bring about. Any temporary benefit which will come through a severe break in prices will ultimately react on the country, will reduce production on the farm and in the mill, and finally bring about a great scarcity of everything and a much higher price than now prevails.

There has been some profiteering, there have been some prices that have been almost like highway robbery, but profiteering is not the fundamental cause of high prices. Profiteering is only one of the effects, one of the by-products which have increased in connection with world conditions, and not one of the causes. The causes are far deeper and broader than profiteering.

The cutting of prices now under way is, however, a little

broader than Mr. Powers suggests. Merchants who have been carrying stocks and goods which will be needed later on have been frightened by the threat of the Federal Reserve Board to call loans and reduce credit, and therefore they are trying to unload their stocks in order to protect their cash account to save themselves being called by the bankers, who, under the influence of the Federal Reserve policy, seem determined to bring about a widespread depression, or, as the banks call it, a return to "normal condition," with a deflation of wages and food products and of manufactured goods, forgetting or ignoring the fact that **deflation of this kind at this time will spell d-i-s-a-s-t-e-r.**

### NOT AS QUOTED.

A STATEMENT appeared in the Baltimore Sun and was telegraphed to the daily papers of the country last week to the effect that Mr. M. M. Prentis, manager of the Baltimore branch of the Federal Reserve Bank of Richmond, had said that people who had sold their Liberty bonds were "four-flushers." In reply to a question as to whether he had been exactly quoted or not, Mr. Prentis writes as follows:

"Referring to the article purporting to quote me, which appeared in the Baltimore Sun yesterday morning, of course I made no such remark as stated in the article with regard to Liberty bond holders who have sold their bonds since the war. Such a statement, it goes without saying, would be ridiculous and unwarranted. The reporter for the Sun probably garbled a statement which I did make to the effect that the party who had subscribed for Liberty bonds and made no conscientious effort to pay for them when he was in a position to do so, and had squandered his available funds for luxuries or speculative ventures, was in part indirectly responsible for the present high prices."

### ECONOMIC VALUES OPERATE AT LAST IN USE OF COUNTRY'S PORTS.

TWENTY miles of freight cars were in a single week diverted from New York to other ports, all carrying goods for export, according to statements in New York newspapers. The Philadelphia North American quotes further from a New York newspaper as follows:

Eighty per cent of New York City's export trade is being diverted to Philadelphia and other ports. Last week alone 37 cargo vessels which under ordinary circumstances would have sailed from New York harbor cleared from Philadelphia. Steamship owners said the move is the result of long and careful consideration of conditions at New York and at other Atlantic ports. Among the steamship companies which have recently sent to Philadelphia vessels that ordinarily would get their cargoes at New York are Norton, Lilly & Co.; Funch, Edye & Co.; James W. Elwell & Co.; Furness, Withy & Co.; Barber steamship lines and the Green Star Line. Of the United States Steel Products Co.'s exports, 32 per cent is being diverted to Philadelphia and elsewhere. Nine-tenths of the export business of the Ingersoll-Rand Drill Co. is now going through Philadelphia.

The pressure of war and the volume of traffic following the war have succeeded in demonstrating beyond question the absolute economic waste and national folly involved in the attempt of a few railroads to concentrate all foreign business in one port. The dominance of New York is always an artificial dominance, not grounded in service, but based on favoritism of one sort or another, and nothing more was needed than a moving of the veil to shatter the maritime hegemony of the metropolis.

Most Americans are proud of New York, and have a right to be. But it has been an economic luxury for a generation, and it has grown fat while wharves rotted in other ports less favored by powerful railroad interests.

It is true that Philadelphia and Baltimore are securing the



cream of the business that is being diverted—not temporarily, but permanently—from New York, but a large part of the traffic is also seeking the other ports, and the harbors of the South are at last coming into their own.

Never again will the business sense of the nation permit the hamstringing of all the other ports of the nation in order to concentrate all foreign business in the costly harbor of New York. Not an evolution, but a revolution in transport is under way.

### A FAITHFUL SERVANT DISMISSED.

**T**HE Governor of Maryland has seen fit to refuse re-appointment to Frank H. Zouck, who has been chairman of the State Roads Commission. Mr. Zouck has had a large part in giving Maryland the nation-wide reputation it has for a modern comprehensive highway system; he has been with the Commission many years and was intimately familiar with every phase of its work; his devotion to Maryland's road system was known to every citizen of the State, and he took just pride in its development and maintenance. The office paid but a nominal salary, so that the work to Mr. Zouck may be said to have been almost a "labor of love" and an intense desire to see that thing with which he had so much to do in creating expand and grow with the needs of the State. In all his work Mr. Zouck was constantly looking ahead with the thought of so developing and maintaining the State's road system that it would keep abreast with changing traffic conditions, and he was constantly thinking out plans that would tend to further elaborate the State system and tie up with county lateral roads so that more and more people of the State would be served by its splendid system.

No charge of incompetence was made against Mr. Zouck, and the only reason given by the Governor was his desire to assume full responsibility for the State's road work during his term of office and to have a Commission in thorough harmony with his own plans.

One important lesson is continuously impressing itself upon those charged with the administration of highway affairs, and that is that experience counts for a great deal. It has been the aim and hope of the people of the country who have been most intimately associated with highway improvements that some plans could be worked out whereby men who have served their various States with merit and with efficiency could be continued in office, and naturally when the announcement comes of the failure to reappoint a man of this type in a State that stands so high for the splendid road work it has done there arises a feeling of discouragement and disappointment, irrespective of the competency a successor may develop. Mr. Zouck served his State well; he gave the best that was in him for many years, even to the detriment of his health; but he leaves behind him a work that will always stand out as one of the most notable achievements in highway administration in the country.

The new chairman, John N. Mackall, has for several years been chief engineer of the State Roads Commission and has had a wide experience in highway construction. So far as Maryland's road work being administered on the same high plane as it has in the past there is no cause for doubt, but Governor Ritchie has been justly criticised for his failure to recognize the splendid work which a faithful public servant has performed.

During the month of March cutlery valued at \$2,000,000 was exported and the total export value of cutlery for the first eight months of the United States fiscal year has already reached \$8,675,000, which is \$3,620,000 over the figures of the same period of last year, and nearly doubles the performance of the first eight months of the fiscal year 1918.

### A Banker's View Against Action of Federal Reserve Board.

S. J. WATSON, President the Farmers and Merchants' Bank, Johnston, S. C.

It affords me great pleasure to enclose herewith New York exchange for \$6.50 in renewal of my subscription to your valuable publication. I approve most heartily the fight you are making against the arbitrary methods being employed by the members of the Federal Reserve Board.

The efforts to make the condition of the farmers of the South and wage-earners everywhere better is much appreciated in this section of the South.

### Unregenerate, Rotten-Hearted Germany as Seen by a New York Banker.

New York, May 26—[Special.]—Declaring that Germany is still unregenerate, and that the remainder of Europe is making encouraging progress toward a return to normal industrial conditions, Alvin W. Kreech, president of the Equitable Trust Co., returning from a two months' stay abroad, gave out an interview upon his arrival here that furnishes an unusually clear idea of the situation abroad.

Speaking of Germany, Mr. Kreech said: "Germany, to tell the truth, is unregenerate. The Germans still defend their course in the war, blame their defeat upon inefficiency of their diplomats and military leaders and look upon the outcome as a bit of hard luck which couldn't be helped. The people are working, working hard, and hope to make the best of a bad bargain, as they put it. There is no repentance, no feeling of regret for what has happened—except what happened to them."

Mr. Kreech said Belgium was making the most rapid progress toward normal, because her people were working harder and more consistently than any others. He cited the fact that Belgium was at this time producing more coal than before the war. He said the new Republic of Czecho-Slovakia ranked second to Belgium in industrial progress, while Italy is third. He praised the attitude of Italy in going ahead with its financial plans, regardless of prospective indemnities, and said France had lost ground because she was depending too heavily upon what she expected to receive from Germany.

Only Russia is menaced by Bolshevism, Mr. Kreech said. He declared Italy stood in no real danger of Red rule, and that the other nations felt safe from it.

### Mexican Government Funds on Deposit in Texas Border Banks Estimated at \$25,000,000.

Eagle Pass, Tex., May 29—[Special.]—All of the banks in the border towns of Eagle Pass, Laredo, Brownsville and El Paso are overflowing with money brought out of Mexico by former officials of the Carranza Government and other refugees from that country. It is stated that besides the millions of dollars of money that have been crossed into the United States during the last several weeks, and which are on deposit in the border town banks, enormous sums have been placed in the banks of San Antonio, New Orleans, New York, and even in Spain and France.

It is conservatively estimated that more than \$25,000,000 of Government funds, mostly derived from customs receipts, State taxes and railroad revenues, are now deposited in the banks of the Rio Grande border towns. Suits have already been instituted by representatives of the de facto government of Mexico for the recovery of some of these funds. It is reported that the refugee Governors of several States carried with them all the available cash in their respective treasuries when they fled across the border. In one little bank of a Rio Grande border town a total of \$15,000,000 of such funds was deposited in a single day. It is being held awaiting the rightful claimants.

Millions of dollars of private funds have also been brought into the United States by business interests of Mexico to avoid the possibility of the money falling into the hands of freebooters or being levied upon by public officials. It is expected that when conditions in that country become more settled there will be a return of most of the money that has been deposited in banks on this side of the Rio Grande.

# Proposed Embargo on Road-Building Materials Vigorously Opposed

[Special Correspondence Manufacturers Record.]

Washington, May 29.

The Interstate Commerce Commission has not issued any preferential or priority orders, nor any embargoes, against the movement of road material. Moreover, the Commission is not contemplating the taking of any such action at this time.

Telegrams and letters from all over the country have been pouring into the offices of the Federal Highway Council, protesting against proposed action to prevent road construction during the period of freight congestion. The original proposal was said to have been made in a letter to Secretary of War Baker from Daniel Willard, president of the Baltimore & Ohio Railroad. Secretary Baker refused to divulge the text of the letter, but turned it over to the Council of National Defense, which, in turn, kept it under cover.

Typical of the protests reaching Washington was the following:

"Planters in Crittenden county, Arkansas, have purchased in this county alone \$400,000 worth of road machinery and appropriated \$2,000,000 to build a system of highways this year. The planters lost last year more than double this amount because they were unable to bring their crops from the plantations to the railroad stations, owing to bad roads, until they had greatly depreciated through exposure. Local authorities preparing to send committees to Washington to help situation caused by the presumed adverse Interstate Commerce Commission ruling."

Mr. C. W. Reid, manager of the transportation bureau of the Federal Highway Council, in view of the critical threat to relief from freight congestion through motor vehicles, promptly began conference and co-operation with the Interstate Commerce Commission, the proper officers of the American Railroad Association and the Interstate and Foreign Commerce Committee of Congress.

As a result, the situation was so strongly presented to the authorities not only on the Interstate Commerce Commission, but in the Council of National Defense and elsewhere, that the grave danger of stoppage of highway construction in the United States appears to have been averted.

The Interstate Commerce Commission has telegraphed to the Mayors of all cities where congestion is great. Traffic surveys are being made, with the idea of the use of particular measures to meet particular local requirements.

It is pointed out that highways have already been neglected for more than three years. Yet in that time the traffic moving over them has enormously increased. Instead of curtailing highway construction, there is immediate necessity for increasing it in all parts of the country.

Mr. C. W. Reid points out that it is now absolutely essential that motortruck transportation be organized at every possible point, in order that the maximum volume of freight can be sent over the highways. He emphasizes the fact that even if the existing railroad congestion is relieved, the motortruck must play an important part in future traffic movement. The express companies are asking for increases in rates ranging from 10 to 25 per cent; the railroad employees are asking for a billion advance in wages, in addition to the billion already granted them since the beginning of the war; the railroads need a billion for new equipment, and are asking rate increases totaling that sum—all of which, it is stated, indicates such increases in freight and express rates that volumes of traffic heretofore not found on the highways must hereafter be handled by truck.

While assurances have been given that the Interstate Commerce Commission is not likely to issue any general orders that would prevent the free movement of road-building materials, the Federal Highway Council has suggested that the subject should be taken up with terminal committees. It may be that the local conditions in some cases would lead to rules and regulations which would be unfortunate.

Attention is also called to the fact that one of the resolutions adopted by the Chamber of Commerce of the United States at its convention in Atlantic City called on the several communities to take a census of their motor transport conditions. If the

award to be made by the Railroad Labor Board should not prove to be satisfactory and there should be a general railroad strike, many communities would be entirely dependent on motortrucks for supplies of food. In such circumstances, it is so evidently wise to make all possible haste in bringing the highway system into better condition that the authorities in Washington have found only the slightest support for the suggestion of embargoes on road-building materials. The protest has been country-wide, but the agricultural districts have been particularly vigorous in their objections.

## Regular Motor Truck Lines Help Relieve Freight Congestion in Texas.

Austin, Texas, May 31—[Special.]—During the last few weeks motor truck runs, or excursions, have been made from several of the larger cities of the state. Some of these trial trips covered distances of several hundred miles and were made under extraordinarily trying conditions as to roads. The special purpose of these motor truck runs was to demonstrate the practicability of using this method of transportation under all kind and conditions of weather and roads. The ship-by-truck movement has shown a remarkable development in Texas during the last several months. This is said to be due largely to the shortage of railroad cars, or at least to the unsatisfactory movement of freight by rail. Running out of Dallas, Fort Worth, Austin, San Antonio, Houston and other towns are regular lines of motor trucks which carry shipments to many towns adjacent to those respective commercial centers. Among the recent test motor truck trips were those which were run out of Dallas, Fort Worth, Wichita Falls and Amarillo. The motor trucks were given the severest possible usage, in some cases negotiating long stretches of muddy road, crossing many running streams, mouting steep grades and otherwise being put to a thorough test as to stability and endurance. It is stated that the merchants and other business men of the rural communities which were visited on these motor truck runs were especially well pleased with the success of the tests and that the trials promise to lead to the early establishment of many regular motor truck shipping routes.

## \$450,000 Bond Issue for Good Roads.

Florence, S. C., May 31—[Special.]—The Florence County Highway Commission has called an election for June 22, when the voters will determine whether or not to issue \$450,000 of bonds for the improvement of approximately 125 miles of public roads. The issue is expected to carry.

The \$450,000 is part of an \$800,000 project which the Florence County Highway Commission has in progress now. The sum of \$350,000 already has been authorized, and is being spent to build a concrete turnpike between Timmons ville and Florence.

The proceeds of the \$450,000 issue of bonds, if carried, will be spent largely in broadening rights of way for public highways in the county, in drainage, in ditching, and in building permanent bridges. Hard surfacing will be done with the clay and other natural resources available here. Most of the clay will be obtainable from the ditching and draining operations. This expenditure is of a preliminary nature, looking towards ultimately building in Florence county the best of permanent roadways.

The concrete road between Timmons ville and Florence is being built 16 feet wide, 8 inches thick at the crown, and will be about 12 miles long.

Florence county will undertake in the coming Legislature to have the constitution amended so that this county may vote more bonds for good roads. At present there are constitutional limitations which seriously hamper the road-building program of South Carolina.

The four Chambers of Commerce in Florence County are organized to put over the bond issue. These associations are at Florence, Timmons ville, Lake City and Olanta.

## The Ship of State\*

By ELBERT H. GARY.

In this presence it may be asserted, without thought of contradiction, our country is the best of all.

As frequently stated, notwithstanding the United States has only 6 per cent of the world's population and 7 per cent of the world's land, yet we produce:

Twenty per cent of the world's supply of gold.  
Twenty-five per cent of the world's supply of wheat.  
Forty per cent of the world's supply of iron and steel.  
Forty per cent of the world's supply of lead.  
Forty per cent of the world's supply of silver.  
Fifty per cent of the world's supply of zinc.  
Fifty-two per cent of the world's supply of coal.  
Sixty per cent of the world's supply of aluminum.  
Sixty per cent of the world's supply of copper.  
Sixty per cent of the world's supply of cotton.  
Sixty-six per cent of the world's supply of oil.  
Seventy-five per cent of the world's supply of corn.  
Eighty-five per cent of the world's supply of automobiles.

Better still, we have constitutional freedom: protection of life, liberty and property. If, in any respect, these principles are violated, it is by individuals and not by sanction of fundamental laws. As one becomes familiar with the Constitution and with all departments created by it, one is convinced that the scheme and philosophy of the framers was to guarantee equal protection and opportunity to all the people. With the preservation and functioning of the Government in accordance with the letter and spirit of the Constitution there is offered peace and protection; with disregard or violation of any material part of it there is, pro tanto, suffering, distress and ruin.

Possessed of these natural resources and opportunities a moral, intelligent and industrious people have reached the first place in worthy achievement. Hence, persons from every part of the world have come to the United States to better their condition by participating in the blessings which are here provided. For no other reason, except an intention to wantonly attack, destroy and forcibly appropriate, would foreigners settle in our midst.

The great majority of immigrants have come with pure motives. They have been welcomed by their predecessors and eagerly and gladly have become a part of the mass of loyal and deserving citizens. We have approximately 110,000,000 inhabitants, and, as a whole, they rank high in the world's throngs of human beings.

However, we need not close our eyes and ears to the utterances of learned men in editorials, lectures, public addresses and private speech, to the effect that even our Government itself is threatened at the present time; that for some months there has been and still is being carried on propaganda, instigated and controlled by vicious men, mostly foreigners, which tends to create a feeling of unrest, dissatisfaction and antagonisms. Appeal is made to the cupidity, the selfishness and the baser instincts of men. Promises not possible of fulfillment are made; sometimes threats and intimidations are indulged in.

Human nature, weak and greedy, is easily affected. The minds of considerable numbers, due to war conditions, resulting in privation, suffering and misery in some cases and temporary possession of unusual funds in others, are abnormal, and false and wicked doctrines are apt to find lodgment. Advantage has been taken of these natural tendencies by unprincipled men, some of them really enemies of the United States, others merely demagogues, all actuated by the desire to promote personal gain. Numbers of men who are loyal Americans, some giving evil advice and others lending receptive ears, will hereafter entertain feelings of regret and shame for their part in the public discussions of today.

The present so-called labor strikes, involving riot and injury to property and person, are instigated as a part of the campaign to disturb and demoralize the social and economic conditions of the country. In other lands very serious results have been accomplished by the same means which have been employed here.

Is the disease of unjustified unrest and revolt now discernible progressive? Will large numbers of our population be influenced? Is the Ship of State in danger? Is she headed for the rocks? Is

there a possibility of increasing storms to a degree which would drive her to destruction?

The answers depend upon the conduct and efforts of the sailors themselves, and they include all classes of people. The word "class" is not used in an invidious sense. There are no classes in the United States such as have existed in other countries. Formerly, in certain parts of the world, classes were actually formed and sustained by the rich or powerful, who were supposed to belong to the "upper class." They became distinct and commanding. They secured and continued to hold additional privileges and benefits to which they were not justly entitled, and which made them proud and overbearing. They were doomed to eventual failure and final destruction, except so far as they might be deserving on the merits. In America those who now seek to establish classes and to secure discriminating favors for themselves are not prominent because of wealth; they are composed of a comparatively small minority of the population who have adopted the word "labor," which signifies honorable activity, with the concealed design of forming a "class" which they hope will finally attract a majority of the people, and thus enable them to obtain one legislative act after another until the Constitution shall be undermined and the whole structure destroyed.

These men have already secured certain legislation which is wrongfully discriminating. Some of them know what the final consequence of their designs must be; that all would be lost in the ruins; but immediate personal gain is to them sufficient justification.

The safe, efficacious and natural remedy for the perils which have been hinted at are to be found only in unity of purpose and effort on the part of the whole crew on board our Ship of State, which includes everyone who is blessed with the privileges of citizenship in the United States; an undivided loyalty to the principles of our Constitution and all the laws which are passed in conformity to it. This will eliminate from the social structure the vicious elements. Sad to say, there is not at present, nor has been in the past, perfect harmony of action between the masses of the people.

Without dispute, any person has his or her place, rights and privileges. This includes those which are personal, private and exclusive. No one may properly impinge upon the rights of another. Everyone must be protected to the full limit of the laws which are intended for the benefit of all, with the understanding that private interests are subordinated to the public welfare; but in the exercise of individual rights, in the protection of individual property and interests, it is the obligation, as it should be the pleasure, of everyone, to act without animosity toward the Constitution, the laws, and the general public, and without improper and unnecessary friction.

In a discussion of this kind there should be a frank admission that no one is without fault; that every variety of human nature may justly be censured. And for purposes of illustration, we may refer to groups of persons and interests. We could not accurately speak of them as classes; but these groups might be, and heretofore have been mentioned as the capitalistic group (including their representatives), the labor group and the general public. Slight effort at analysis will demonstrate how far short of accuracy these descriptions are.

Who composes the first? Those who have accumulated property; if so, how much?

Who make up the second? Those who work with their hands; if so, with the shovel, the lever of a machine or the pen?

Who constitutes the third? Those who neither possess pecuniary resources nor perform any labor? If so, there is none to be considered in this connection, for the group would be small in numbers and subjects of charity or public control. Obviously, the public is made up of the entire population.

And yet, we can comprehend to some extent what is in the minds of some of the writers and speakers who undertake to make these classifications to which I have alluded.

### Employers.

I will, for present purposes, place the members of this large audience in the first group. Most of you are possessed of accumulated savings and occupy important positions, although you

\*Address by Elbert H. Gary, president American Iron and Steel Institute, at annual meeting, New York city, May 28, 1920.



started from the lowest rung of the ladder of success, and because of merit and hard work have reached your present station in life. You have, in management, in greater or less degree, marked responsibilities in regard to each and all of the groups described. You could not shirk or minimize them if you desired to do so. As a business citizen you must account to others for your stewardship. What you say, what you do, will have an important influence in national, even international affairs. It will be good or bad. You must consistently observe the principles of the Constitution, the provisions of the laws of the land, the rights and interests of your neighbors, including your employees, customers, competitors and the general public. You must be unselfish, reasonable, fair, sincere and honest. You should, without interruption, give evidence of a disposition to conciliate and co-operate. Regardless of the past, even though you may believe you have been unjustly treated or censured, you should and will make and keep resolutions for the future which you know are proper. All this, of course, applies with full force to your President.

If we adhere firmly to these principles, if we are steadfast and true; and then courageously, though modestly, proclaim our rights and insist upon proper consideration in return it will be accorded. We have heretofore been somewhat backward in this respect.

### Employees.

Employees generally are included in the second group. With all others they have full and equal rights and responsibilities. They must and will realize that their advancement and contentment depend upon the progress and prosperity of the employers; that, except for the willing and free investment of capital up to the requirements of business demands, together with full co-operative assistance on the part of the best talent, enterprise and initiative would languish and disappear, and that indifference and idleness would be substituted.

Agitators who are trying to create trouble between employees and their employers as a rule are insincere and selfish. Generally, they, themselves, have performed no hard labor, nor had experience which qualifies them to lead or instruct. They strive for personal popularity and gain. Their business is better, their compensation increased, when others are in trouble. Assuming to be sympathetic and superior in intelligence, they mislead and often misrepresent. They promise reforms, but their methods lead to trouble and loss to others. In this list are included a few writers, lecturers, public speakers and self-appointed labor leaders, so called.

The great masses of employees, if left to decide for themselves, are loyal to the country, to the public interest and to their employers; and to the extent of this loyalty they will be rewarded up to the full measure of their deserts. This they will have the right to demand; and it will be readily and cheerfully accorded. They also should, and they will, continuously exercise a disposition to conciliate and co-operate. As applied to all groups, faithful performance, and this only, will insure highest pecuniary results and most liberal treatment.

We sometimes hear a man claim that the world, or the nation or the public owes him a living. This is foolish and preposterous. There is due every citizen of this country no more and no less than the same opportunity to procure a living that is according any other. This is the full measure of fairness and justice. The state cannot furnish to the individual natural ability or disposition. The honest man who reads, studies, thinks, works, economizes, saves, persists and uses his best judgment will succeed in this country. If he is neglectful, indolent, profligate and dishonest, he will fail. A large majority of the men of the United States who have become prominent in statesmanship, finance, professional or business life, started from an humble beginning; and, by their own endeavor, have advanced. Ordinarily the men who complain because of their poverty or position in life have only themselves to blame. There are exceptions, such as those who are naturally or otherwise disabled at birth or later, and they are entitled to and do receive public assistance; but, as a rule, those who do not prosper are indifferent to worthy accomplishment, or partly so. In every department of life in this country, in the mill, the shop, the store, the bank, the office, the profession, the schools, one may, so far as opportunity is concerned, start at the bottom, and, by his own energy and faithfulness, progress even to the top. We who are present on this

occasion know by experience this is true. Any concern, any organization, any government which seeks to promote, demote, or retain a man in position contrary to his just deserts, combats the public interest, the life and growth of the nation; and more than this, is perpetrating an incalculable injury to the man himself.

### The Public.

In the classification suggested, the public comprehends every citizen except the individual who is discussing the subject. Speaking of men we can define interest only as either public or private. Depending upon the question under consideration, we may embrace in the word "public" a community, a village, city, county, commonwealth or nation; but the question comes back to either public or private interest.

As each individual in the groups heretofore mentioned is obligated to conduct himself or herself in such manner as to promote and not impair the public welfare, so the public is likewise responsible to the individual. In public discussions, and occasionally in newspaper editorials, it is frequently assumed that there is no corresponding and reciprocal duty on the part of the general public whom, at the particular time, the speaker or writer attempts to represent. Unjust attacks or criticisms against individual interests, sometimes promiscuous, in other instances by name, are made from a biased standpoint or upon distortion of the facts. The exact truth is not infrequently ignored or overlooked. Many able discourses in the press, in the Congress of the United States, by public officials, even from the pulpit, are based on a misstatement of the facts. Those possessed of least ability from experience or otherwise are most pronounced in abuse or misrepresentation. It sometimes seems apparent that persons indulging in harsh criticisms purposely avoid ascertaining the truth which is easily obtainable. A proposed assertion that might seem to be effective in popularizing the speaker or influencing the poorly advised, would be withheld if previous inquiry were made as to the truth.

The speakers or writers who are recklessly unjust are rare exceptions. But for this reason, if for no other, they perhaps receive more extended notice. And they are a part of the general public and from that viewpoint claim to prepare and deliver their dissertations.

The volunteer guardians of the public welfare and of private individuals and interests are numerous and audacious. They wrap about themselves the cloak of self-righteousness and proclaim from the housetops. The public has a duty to perform in exposing and controverting hypocrisy and sham on the part of the reckless and irresponsible. In its own interest it is bound to protect private property, private business and capital, and, of course, most of all, them that are least capable of caring for themselves.

Every individual should under all circumstances receive from all others honest and fair consideration. There should not be, there must not be, any discrimination against or in favor of any particular group of persons if this country is to retain the position among the nations to which it is justly entitled.

The general public, whether it is represented by governmental heads, by Congress or otherwise, should co-operate with and assist private enterprise. Every department of Government has responsibilities and opportunities of magnitude at this particular period in our history, remembering that general prosperity is the first essential. They can do much toward the preservation or destruction of the Ship of State. They can by precept and example contribute in rehabilitating and re-establishing the affairs of this country. For constructive statesmanship, which will add to stability and progress in the moral, economic, social and political life of the nation, they will be entitled to the commendation of all mankind, while by a narrow-minded, partisan, fault-finding, destructive policy they will create discord, distress and demoralization. The majority of the people of this country are tired of petty animosities, of unreasonable rewards or punishments, of undue restrictions or liberality concerning public or private undertakings. They are disgusted with muckraking, which usually is conducted for the glorification of the inquisitor and at a large expense to the public. This is especially true of the present, when sentiment is inflamed and when the burdens of taxation are almost intolerable.

A word concerning the next President—the Captain of the Ship of State. There must be selected one who is able, wise and well-

informed, of unquestioned honesty, morally and intellectually, eminently fair and impartial, frank and sincere, broadminded, deeply sympathetic, courageous, sturdy and well balanced, and above everything else, loyal to the Constitution and the laws of the land.

Other problems of magnitude, national and international, engage our attention at the present time, but those of highest importance relate to the life and safety of our Ship of State.

### Conclusion.

We have reason to expect, and I firmly believe, that now and henceforth, more than ever before in our history, a spirit of unity will pervade and control the minds of all the citizens from the President down; that each one will recognize a personal responsibility to his country and to all its inhabitants; that strictest economy in expenditures and management, lowest costs and proper compensation for faithful performance will be the universal senti-

ment, and that order, stability, advancement and prosperity will surely follow.

\* \* \* "Sail on, O Ship of State!  
Sail on, O Union, strong and great!  
Humanity with all its fears,  
With all the hopes of future years,  
Is hanging breathless on thy fate!  
We know what Master laid thy keel,  
What Workmen wrought thy ribs of steel,  
Who made each mast, and sail, and rope,  
What anvils rang, what hammers beat,  
In what a forge and what a heat  
Were shaped the anchors of thy hope!  
Fear not each sudden sound and shock,  
'T is of the wave and not the rock;  
'T is but the flapping of the sail,  
And not a rent made by the gale!  
In spite of rock and tempest's roar,  
In spite of false lights on the shore,  
Sail on, nor fear to breast the sea!  
Our hearts, our hopes, are all with thee,  
Our hearts, our hopes, our prayers, our tears,  
Our faith triumphant o'er our fears,  
Are all with thee—are all with thee!"

## Welfare Work in the Steel Industry\*

By CHARLES L. CLOSE, Manager, Bureau of Safety, Sanitation and Welfare, United States Steel Corporation.

In the early stages of the development of the iron and steel industry little attention was given to the conservation of human resources or to conditions in general under which employes worked and lived. Industrial pioneers in the country were confronted with many intricate problems; they labored under difficulties which only men of strength and character could endure, and so occupied were they in the development of processes and in striving to become the leaders of the world in manufacturing that the human side of steel making was a subject not included in the daily routine of their activities. They had not yet learned what could be done in this direction.

We stand first among the steel-making nations of the world today, a position which is due to the courageous spirit of these pioneers. There has been developed in approximately fifty years an industry employing over 600,000 people and producing annually more than \$1,600,000,000 worth of the material most essential to our civilization. Over and over again these men risked all they had in the world, lost everything, and afterward won back more than they had lost. Considering the almost unsurmountable obstacles which these men faced and the difficulties under which they labored, any criticism of them for failing to recognize the finer details of the human side of steel making is unjustified.

With the development of the industry and the gradual perfection of the product the attention of the industrial manager was naturally drawn to the finer details of steel making bearing upon efficiency and economic production, and from his close scrutiny and study of the economic situation were evolved many changes which have revolutionized practices, processes and equipment. No doubt many of you will remember the old days, not so long ago, when production was the paramount issue in the steel mill. But times have changed; production essentially is still the ruling factor, but activities based upon sound and broad policies have been established to protect the workers. Every endeavor is being made throughout the industry to create environments in the plant, home and community of a character which will contribute to the workman's happiness, health and comfort; to foster within him a spirit of contentment and co-operative interest in his work, and to insure him against serious injury and physical disability which may in any way affect his earning power or standing as an efficient producer.

While in recent years some thought was given to the human side of steel making by the large companies, and various attempts were made to improve conditions, there was no concerted or organized effort until after the formation of the United States Steel Corporation. In order to systematize and standardize the work that was being done by the subsidiary companies, the Steel Corporation in 1906 inaugurated activities which resulted in the appointment of committees to study these matters. As a result of this investigation a Safety Committee was appointed, consisting of representatives of the Corporation and the larger subsidiary companies, who had already given some study to the subject of accident prevention.

Owing to the success of the work undertaken by the Safety Committee, other committees were appointed, both in the Corporation and subsidiary companies, which greatly augmented the scope of the work and its usefulness. This necessitated the organization of a central station to assist the efforts of the committee and all other endeavors which were being made among the subsidiaries to improve the conditions of their employes. Accordingly in March, 1911, the Bureau of Safety, Sanitation and Welfare of the Corporation was organized, of which I have the honor to be in charge, and my entire time is given to the supervision of the work and in obtaining information and disseminating it among the subsidiary companies.

The good resulting from the work of the Corporation's Safety Committee led to the appointment of safety engineers and supervisors and other safety committees, including a central committee of safety for each subsidiary company, composed of representatives from the different plants of the company. The duties of this committee are similar to those of the Corporation's Safety Committee, but with reference to its particular company only.

General requirements for safety have been prepared by the Corporation's Safety Committee for the guidance of the subsidiary companies, and each subsidiary company has prepared safety standards and specifications for plant construction and the purchase and installation of machinery and equipment. An endeavor is made, when constructing a new plant, or department, or when installing machinery or equipment, to have safety given equal consideration with construction features, so that all safety features may be properly installed with the completion of the new work.

The results of the work on accident prevention have been very gratifying. The serious and fatal accidents are about one-half of what they were in 1906, and it is estimated that in the time convening we have saved 25,853 men from serious or fatal injury. The total number of disabling accidents—that is, accidents which cause a loss of time of greater duration than the balance of the working turn—have been reduced in some instances as much as 97 per cent. To date approximately \$10,000,000 have been spent in providing safeguards and the correction of conditions which are responsible for accidents.

Experience has taught us that fully 80 to 90 per cent of industrial accidents can be eliminated if steps are taken to organize the work properly. It has also taught us that from 70 to 80 per cent of all accidents occurring are attributable to thoughtlessness and carelessness either on the part of the workman himself or fellow-workmen. It is quite evident, therefore, that considerable attention must be given to educational measures in which the workman is taught the fundamental principles upon which successful accident prevention is constructed, and to the inculcation of care and forethought which will overcome careless habits. Those engaged in conducting the safety activities in the Steel Corporation have been impressed with the importance of this feature of the work, and every endeavor is being made to establish hearty co-operation.

Statistical data prepared a few years ago by the Government, based upon careful investigation, indicates that the steel mills in

\*Extracts from address before American Iron and Steel Institute, New York.

this country are the safest in the world. The material reduction of life-insurance rates for steel-mill workers by one of the largest insurance companies in America, after an exhaustive study of the situation, is a further indication of the progress which has been made in the steel industry in this country in the prevention of accidents. In 1908 most of the occupations were classed as hazardous, whereas at the present time not a single occupation or group of employments is so classified.

Recognizing the fact that with the utmost care and the protection afforded by the most approved safety devices and apparatus, accidents will occasionally happen, the subsidiary companies have made provision for prompt attention and skilful care of men who are injured. In all of our mining companies, and in many of our manufacturing companies, first aid and rescue crews have been organized, composed of four to six employees, who are especially trained under the direct supervision of the company doctors. There are at the present time 62 training stations throughout the operations of the subsidiary companies, and since the inauguration of this work approximately 16,881 men have received instruction.

The primary object of first-aid and rescue work is to have specially trained men take immediate charge of a situation where life is imperiled, as in the case of a serious or extraordinary accident, to give prompt and proper attention to injured men and provide aseptic or clean dressings that will prevent infection in the wound. The excellent work of these first-aid and rescue crews has been effectual in reducing the number of infected cases to a minimum. The first-aid and rescue crews also render very valuable services in cases of asphyxiation, electric shock, heat exhaustion, freezing, and all minor accidents.

As a necessary adjunct to first-aid and rescue work in both mines and mills, completely equipped emergency hospitals have been provided. All cases of injury, no matter how trivial, are sent to the emergency hospitals or stations, where treatment is administered by competent surgeons or trained nurses. The base hospital recently constructed in Fairfield, Ala., by the Tennessee Coal, Iron & Railroad Co., at a cost of over \$1,000,000, provides facilities for the benefit of its employees and their families. It will accommodate a maximum of 348 patients. One of the notable features of this hospital is that identically the same provisions have been made for the colored as for the white patients.

The officials of the United States Steel Corporation early recognized the fact that the burden of caring for the injured should be borne by the industry, and accordingly established a voluntary accident relief plan, which was put into force before any such system had become law in the United States. This plan was purely voluntary and was inaugurated by the Corporation in May, 1910. It has now been superseded almost entirely by workmen's compensation laws enacted by States in which the subsidiary companies are operating, which merely established the principles upon which this plan of relief was based.

The work in sanitation has been organized in a manner almost identical with the safety organization, except that the members of the Sanitation Committee are chosen from the presidents of the subsidiary companies. This committee administers the work through a sub-committee composed largely of representatives from each of the subsidiary companies. It has given much study and attention to all subjects which may in any way affect the health of the employees and their families. The supply of pure, wholesome drinking water for employees is a subject to which considerable importance has been attached. In Alabama, where one of the subsidiary companies conducts its operations, and where the climatic conditions are peculiarly favorable to mosquito breeding, this company is doing much to prevent the spread of malarial fever. The expenditure of the United States Steel Corporation for sanitation alone last year was over \$3,000,000.

The success attending the operation of plant restaurants already installed by the subsidiary companies and the benefits resulting therefrom have encouraged many more installations of like character in other plants of the subsidiary companies. In addition to giving the employees an opportunity to secure good, wholesome food at moderate cost, there are other benefits more diversified in character than might appear at first thought.

Many of the subsidiary companies have provided commodious and well-equipped clubhouses for the use of their employees, members of their families and friends. The features of these clubs include dormitories, reading-room and library, gymnasium and

swimming pool, baths (tub and shower), auditorium and dance hall, billiard and pool rooms, bowling alleys, basket-ball, halls with motion pictures, lectures, concerts, smokers, etc.

Good-fellowship clubs have been organized by employees in various plants. The object is to help all its members who are in need and also other special charitable cases brought to the attention of the club and approved by the board of directors. The Good-Fellowship Club is not a benefit association; it is a charitable organization, and no stipulated sum is to be paid to any of its members or anyone else.

The United States Steel Corporation and its subsidiary companies have done much to encourage garden work among the employees. While this was considerably accelerated during the period of the war, it was not purely a war measure. For many years the subsidiary companies have offered special inducements to the employees to utilize unoccupied land for the raising of vegetables. This is done usually in connection with unused ground adjacent to the plant, but frequently, particularly in the mining villages, like encouragement is given to the employees for the development of home gardens. The results which have been obtained by the employees in developing these gardens have been very pronounced, and the yield and money value have extended into hundreds of thousands of dollars.

Visiting nurses are employed by the companies in a number of districts. The service is not confined strictly to nursing. The assistance rendered by these nurses is both of professional and practical value. The object of this service is to improve the general health and increase the happiness of the employees and their families. The principal duty of the nurse is to give instructions in those things which will enable the employees to better their condition mentally, physically and materially.

At some of the plants and mining towns of the subsidiary companies special courses in practical housekeeping are arranged by the companies for the benefit of the wives and children of the employees. Special instructors, usually the visiting or district nurses, are employed for this purpose.

The many good results obtained through the establishment and maintenance of playgrounds at the various plants and mines of the subsidiary companies justify the attempt to provide attractive places for the children and encourage further efforts in this direction.

In many cases the companies are compelled, because of the immediate needs for playgrounds in certain localities, to utilize whatever ground may be available. Thus a neglected piece of property is cleared of its rubbish and equipped with the more popular playground apparatus, and it immediately becomes an attractive place for children. Many of the playgrounds are located within the plants or works, frequently adjoining the mill yards. Occasionally the playgrounds are turned over to the municipal authorities and are operated by them, the company contributing to the maintenance and upkeep.

The children appreciate the advantages afforded by these pleasure grounds and are enthusiastic in their patronage, the average daily attendance during the summer months in the 131 existing playgrounds throughout the companies being approximately 18,000. These recreation grounds and amusement facilities are not restricted to the use of the employees' children, but are free to the entire community.

Near some of the playgrounds are welfare houses or nurseries, where the children can go during the colder months and where the nurses in charge make things cheerful and inviting for them.

The influence of such wholesome outdoor life upon the health of the children cannot be overestimated. It strengthens them both mentally and physically, and the teachings of the instructors are assimilated naturally and are applied to the every-day life of the children, resulting in the betterment of their home conditions.

During the summer months many picnics and outdoor social gatherings are held under the auspices of the subsidiary companies for the employees and their families. As a rule these picnics are held in amusement parks in the vicinity of the plant, and adequate provisions are made for transporting the people to and from the picnic grounds. These outings are attended by the company and plant officials, and there is good, wholesome entertainment in the way of sports and field events in addition to a sumptuous repast, which is provided by the entertainment committee. All expenses in connection with these outings are borne by the company.

Often considerable musical ability is displayed by the workmen



at the various plants, and wherever sufficient material is found, brass bands are organized and male chorus singing is encouraged. The equipment and maintenance of these organizations is mainly at the expense of the company. By this means musical entertainment is provided at the lectures on safety and at the other gatherings, and becomes an important and enjoyable feature of the community life.

The first attempt at dental work among employees and their families was made by the Tennessee Coal, Iron & Railroad Co. in the fall of 1915, with the employment of a dental surgeon to care for the teeth of children in various schools maintained by the company. With the beginning of the school term in 1916 a second dentist was engaged to assist in this work, and a tooth-brush drill was established in every school. Later dental clinics were established at other locations where the company had its operations and regular office hours were designated—three days each week for white patients and three for colored patients. The success of this service has exceeded all expectations.

In January of each year, under a plan inaugurated in 1903, shares of stock of the United States Steel Corporation are offered to all employees upon easy and especially favorable terms, which involve benefits beyond those to the ordinary stockholders. The principal features of the plan are as follows:

The number of shares which can be subscribed for depends upon the salary of the employee, but it is relatively greater for the lower-paid man. The price of the stock is the prevailing market price or usually a little less. Payments, minimum, \$2 per share per month. Maximum that can be paid is 25 per cent of monthly earnings. A premium of \$5 per annum for five years is paid on each share of stock purchased by employees under this plan. Non-paid-up subscriptions may be cancelled and the money paid in is refunded to the employee with 5 per cent interest. Premiums are not paid to employees who cancel their subscriptions, sell their stock or leave the employ of the company, and the forfeited or unpaid premiums for all those except cancellations are kept in a fund and divided pro rata among the remaining shareholders under this plan at the end of the five-year period.

If death occurs to an employee who has subscribed for stock and made payments under this plan, his estate receives the unpaid premiums for the full five-year period and a pro rata share of the premiums undivided at the time of death.

On April 30, 1920, more than 40,000 employees were stockholders under this plan. Their aggregate holdings amounted to more than 186,600 shares of stock of a par value of \$18,600,000.

In January, 1920, employees of the United States Steel Corporation and the subsidiary companies were again offered the privilege of subscribing for shares of common stock of the Corporation under substantially the same conditions and terms as those attached to the previous years' offerings, except that the price for the 1920 subscriptions was \$106 per share. Up to the present date subscriptions have been received from a total of 66,311 employees for an aggregate number of 167,263 shares. This is the largest subscription received under any offer.

The United States Steel and Carnegie Pension Fund was established in the year 1910 by the joint action of the Corporation and Mr. Andrew Carnegie. Its purpose is the payment of pensions to employees of old age from the income of the fund. For this purpose the Corporation provided \$8,000,000, which, with the Carnegie Relief Fund of \$4,000,000 created by Mr. Andrew Carnegie on March 12, 1901, makes a joint fund of \$12,000,000. This fund is administered by a board of twelve trustees through a manager appointed by the board.

For many years the companies have been carrying on educational work among their employees, including vocational training and apprenticeship classes. The purposes are:

To increase the efficiency of the workmen by teaching the fundamental and the more advanced principles involved in their individual lines of work.

To increase the earning power of the pupils by guiding them along the paths of quicker and deeper reasoning which lead to positions of gradually increasing responsibility in all departments of the mill.

To promote and develop the happiness of the pupils not only in their daily work in the shops and mills, but in their home life as well by opening the door to a more thorough understanding of the meaning of life and work.

The subsidiary companies of the Steel Corporation have exerted their efforts in endeavoring to educate and Americanize their foreign-born workers, and success is attending their efforts.

The companies have distributed many thousands of copies of a booklet on "Guide for Applicants for Citizenship," in which the steps necessary to become naturalized are outlined, as well as other facts regarding the United States which prospective citizens should know. Some of the companies have included a question in their employment application questionnaire asking if it is the intention of the applicant to become naturalized. In one locality this Americanization work is carried on for the sole purpose of assisting the men to secure their naturalization papers. Among the women and children much of the Americanization work is in the hands of the visiting nurses. Many different methods may be advocated for the Americanization of our foreign-born population, but no better method can be employed than the training of the public schools and the intelligent use of such other facilities as are already in existence in the industrial centers.

Owing to the increased labor forces and the very great scarcity of dwellings, the subsidiary companies have built a large number of houses to accommodate their employees. Much thought and study has been given to the designs and plans of these houses, with a view of giving the employee a home with modern comforts and at a moderate rental. Many houses are sold to employees with small initial payments and on easy monthly installments extending over a period of years.

In the populous centers, such as Pittsburgh and Chicago, where many Corporation mills are located, the employees are merely a small portion of the city's population, and, as a rule, are provided for in the ordinary way in which a city's people are housed without the intervention of their employers. Where great plants have been built at some distance from any city, as in the cases of Gary and Duluth, and in many isolated mining localities, the Corporation has been obliged to provide for such large numbers of its employees that it has built industrial villages adjoining the properties.

Recognizing the fact that religious, educational and recreational facilities play a most important part in the life and social welfare of a community, many churches, schools, community-houses, playgrounds and other entertainment buildings have been constructed, which the Corporation maintains or materially assists in their maintenance.

While the subsidiary companies have for a number of years constructed houses and sold them to their employees on easy-payment terms, a "Home Owning Plan" has recently been developed by the Corporation as a guide for the subsidiary companies in establishing home-owning plans for their employees. These regulations cover the sale of houses owned by the company to employees, the purchase of houses from private owners for resale to employees, and the building of houses for employees either by the company or by a contractor approved by the company.

The home-owning plan is divided into three possible methods of application, which are contingent on the financial ability of the purchaser and the fact that the house is already built or is one to be built.

In consideration of the excellent spirit and the concerted action of those at the head of the steel industry in the establishment of every facility consistent with the welfare of their employees and the success which has attended their efforts in this direction, I feel impelled to say, in conclusion, that the conditions under which the employees of our industry work and live today are superior to those in any of the basic industries in this country or throughout the world.

### Mayhew-Virginia Corporation Organized.

A separate corporation has been organized to build the plant announced recently as to be located at Hopewell, Va., by Mayhew Steel Products, Inc., of New York. It is known as the Mayhew-Virginia Corporation, and the officers are: J. B. Parsons, president; H. W. Hatch, vice-president; L. S. Smith, manager. An Austin type building 200x90 feet will be erected at a cost of \$50,000, to be equipped with drop forges for manufacturing pliers and wrenches. The Harrison Construction Co. of Petersburg, Va., is the building contractor.

# Industry's Need of Oil\*

By GEORGE OTIS SMITH, Director United States Geological Survey.

In the chronology of industry the last 10 years might fitly be called the petroleum decade. The growth of the automotive industry, spectacular as it has been, was made possible only by the everincreasing supply of gasoline. In the terrible four years of war every new machine of destruction on land and sea, in the heavens above and the depths below, depended on American oil wells for motive power; and the peace demand for petroleum products has already overtopped the war peak.

In these 10 years the natural inclination of mankind to trust to the largess of Nature has found abundant incentive. In the summer of 1910 the Lakeview Gusher, in California, excited popular interest with its flow of 40,000 barrels a day, but just before the close of the same year this record was surpassed by that of a well in Mexico, the Potrero del Llano, No. 4, with a maximum flow of about 160,000 barrels a day. Yet even this outburst of oil was exceeded five years later by another Mexican well, the Cerro Azul No. 4, whose measured flow was more than 260,000 barrels in 24 hours. These individual performances, together with the strikes at Cushing and Healdton, Okla., and the later oil booms in North Texas and Louisiana, all have increased the popular faith in the inexhaustible supplies of petroleum.

Ten years ago the wells of the United States were adding to our reserve stocks 15,000,000 barrels in the year; now the current is in the other direction, for in the last nine months our stored petroleum has been drawn upon to the extent of 15,000,000 barrels. In 1910 our imports of oil were an insignificant item, but in 1919 we were obliged to import nearly 47,000,000 barrels of crude oil more than we exported. Ten years ago Mexico was our customer for crude oil as well as for refinery products, but now we realize too keenly our dependence upon the Mexican wells. Without the 6,500,000 barrels imported from Mexico in March our present situation would be indeed critical.

In terms of oil, then, the decade 1910-1919 is best described as a transition from oversupply to overdemand. And figures already available indicate that in both production and consumption the present year promises a record that will further emphasize this discordance between supply and demand. The first three months of 1920 have established a rate of domestic production that if unchecked will mean a total for the year of 415,000,000 barrels, or nearly twice the output of 1910, and a rate of consumption that would make the year's requirements more than 490,000,000 barrels, or one-seventh more than last year's consumption.

A few months ago I tried to visualize the torrent of oil consumed by the country in 1918 by pouring the 413,000,000 barrels over Niagara Falls, and I found that the oil supply of that year equaled the flow of waters from the Great Lakes, with their vast drainage basin, for three hours and four minutes; but already here is promise that the consumption of oil in the United States the present year must be likened to the flow of Niagara for three hours and forty minutes. The vision of such a river of petroleum prompts the question, What are we doing with our oil?

Facts of consumption are not easily determined. Where our oil comes from is a matter set forth each month in our Geological Survey reports; where it goes is largely a matter of conjecture. We all know in a general way the different kinds of demand. Foremost among these is the ever-increasing thirst for gasoline by the automotive engine, whose name is legion; next is the larger use of fuel oil for steam making; then the universal need of all industry for lubricants, and finally the many other uses for petroleum products, not less important, perhaps, though involving less volume unless we except the accumulated demand for asphaltic oils for road construction. Industry's need of oil has become large, and in several items the demand for more oil is now insistent. The next question is one of the relative worth of these industrial needs. If every demand for oil cannot be met, which use is to be given priority?

The response that the petroleum industry has made to the pull of demand during the last few months may be taken by optimists as a measure of what we can expect in the future. An intensive drilling campaign has been the practical response to high prices for crude oil.

The fuel reserves of a nation are no less essential to its future industrial welfare than the gold reserves are essential to its present financial stability, but, once lowered, these reserves of coal and oil in the ground can never be replenished. The official estimate of less than 7,000,000,000 barrels of oil as the quantity remaining available in the ground in the United States is believed to be liberal; but even if we inflate such an estimate 25 per cent, the indicated reserve is seen to be far from ample when we contemplate our probable consumption this year of nearly 500,000,000 barrels of crude oil. The division of ultimate domestic supply by current demand is all too simple a sum in mental arithmetic.

An estimate of the petroleum resources of the world has just been published by the Chief Geologist of the United States Geological Survey, Mr. David White, and his figure of 60,000,000,000 barrels for the whole world is doubtless exact enough to enable us to see the oil situation of the United States in fairly true perspective. Using within our own borders fully half of the world's annual production of petroleum, we seem to possess only about one-seventh of what remains. This lack of national self-sufficiency in oil reserves may be expressed in another way; contrast the international position of the United States in respect to oil with its position in respect to coal. In the past 10 years our 6000 to 7000 coal mines have contributed 41 per cent of the world's output of coal. Our present estimates credit the United States with more than half of the world's coal reserves, so that if we are to think in world terms, the great tonnage of coal produced by this country each year represents less than our national share. But now consider the petroleum situation: In these same 10 years our 140,000 to 200,000 oil wells have poured forth more than 61 per cent of the world's output, although we now believe that the United States possesses only about 12 per cent of the oil left to the world for its future use, so that in oil our nation is doing far more than its share.

When we come to consider substitutes for petroleum products, the capacity of your own steel industry for furnishing benzol and alcohol as by-products deserves first mention. I am informed by Mr. Walker of the Steel Corporation that plants now in operation and under construction have a capacity of 95,000,000 gallons a year—that is, if the output of light oils is converted into motor benzol. Such an annual contribution of less than 2,000,000 barrels, however, is equivalent to not much more than a week's output of gasoline as the refineries of the United States are now running. The recovery of alcohol from your coke ovens has not yet begun, but British experience seems to show that the maximum alcohol capacity of the coke ovens of the United States might be less than their benzol capacity. Apparently, then, the benzol and alcohol possibilities of the steel industry cannot be regarded as promising enough motor fuel even to meet the present increase in demand. It must be recognized, however, that this country, as the world's greatest consumer of coal, has not fairly begun by-product recovery. With the higher cost of coal and this increased demand for by-products, more efficient practice must result in the natural course of economic events.

The oil-shale resources of our country must not be overlooked nor their national value underestimated as a rear line of economic defense. As their oil content is fairly comparable with the petroleum reserves of the world, these shales furnish an effective guaranty against the United States going bone-dry as to oil, but the oil won from oil shales will not be labor-cheap like the petroleum now flowing from our wells. As long as industry is shorthanded it cannot look for relief from oil shale, nor can it expect any return to low prices by utilizing this resource, however vast its extent; yet these Western mountains of oil-shale stand as a visible promise that even when our underground reservoirs of petroleum are drained, the United States will not be at the commercial mercy of any foreign power—not even if that power has been prompt to take advantage of the present oppor-

\*Address delivered by George Otis Smith, Director United States Geological Survey, at American Iron and Steel Institute meeting, New York, May 28, 1920.

tunity to acquire a majority share in the world's oil resources. Still, even with the largest measure of optimism, backed up with our oil shales, we must face the contingency that the next generation of American business men may see their trade rivals across the Atlantic turning the wheels of industry and commerce with cheaper oil than is available in the American markets. Regard for the future, then, forces us to plan how to use less oil at home and how to acquire our share of the foreign supply.

It is high time for us to begin to weigh the essential uses of petroleum. Oil was first used as an illuminant, but today, whether in the kerosene lamp on the modern frontier or as gas-oil to enrich the gas of the city, this use of a petroleum product is not increasing on the same scale as the industrial uses. In power generation oil takes on much larger economic values, whether as gasoline or as fuel oil. The demand for gasoline seems to obey no law of normal increase, and the higher cost of coal in recent years has greatly stimulated the use of fuel oil under steam boilers. Fortunately, the rapid increase in the consumption of fuel oil by locomotives seems to have been checked at about the same time that it has found a wider use in stationary steam plants. Last year the public-utility power plants of the United States consumed 11,000,000 barrels of fuel oil in generating electricity, nearly half of it in coalless California. In the East the present oil shortage has doubtless started a reaction in the popularity of fuel oil caused by the coal shortage in the war years. The more adequate and reliable supply of coal must in the long run give coal the advantage for use under stationary boilers, for, despite the labor economy attained through use of oil, the assurance of an unfailing supply of fuel is of first importance in industry.

In any weighing of the uses of petroleum, certain changes in practice appear inevitable. The use of gasoline to serve our pleasure cannot go on unchecked. The use of fuel oil as a substitute for coal must be discouraged, for our Navy and our merchant marine need the fluid oil for reasons that do not apply to stationary boilers or even steam locomotives. On terra firma a power program can be worked out that will hitch up coal mine and water fall efficiently, and both industry and transportation can be fully electrified to the end that, except perhaps on the Pacific Coast, not a barrel of oil should be used under boilers. The necessity of caution in enlarging the field of fuel oil is the more apparent when we realize that, as suggested by the Bureau of Mines, every increase in demand for other petroleum products for a higher use entails a loss in the percentage of fuel oil produced.

The requirements of the American Navy and the new merchant marine present a priority demand of the first order. Admiral Griffin, the chief of the Bureau of Steam Engineering of the United States Navy, informs me that the oil-burning vessels ready for service aggregate more than 6,000,000 horse-power, and that other vessels under construction will bring this total up to nearly 9,000,000 horse-power. The Navy now needs 8,000,000 barrels of fuel oil a year, yet this figure is small compared with the requirements of the Shipping Board, which are stated by Mr. Paul Foley, its Director of Operations, as 40,000,000 barrels for 1920 and 60,000,000 for 1921. If the American flag is to fly on the seven seas, the motive power to carry it must be assured, and here is one demand for fuel oil which alone equals the present output of our refineries for about four months. Surely no American with vision wishes to contemplate even the possibility of a shortage of fuel oil that would endanger the immediate availability of these battleships, cruisers and destroyers or interfere with the successful operation of the passenger and freight steamers in the construction of which our nation has invested so many millions.

In our attention to the generation of power to meet the needs of industry and transportation we give too little thought to one unique function of oil—that of saving power. Machinery without lubrication is unthinkable; adequate lubrication saves energy and makes it available for use as well as adds to the life of the machine. \* \* \* Significant in its suggestion of future needs is a recent order for 1,000,000 small motors for household use. The introduction of labor-saving machines at this rate will make lubricating oil a necessity in every home.

This need for oil to insure our industrial life inspires the call for pioneering on other continents by American oil companies. In the world estimates we credit South America with a third

more oil reserves than the United States, so that one guidepost for the explorer and developer plainly points to the south. To the steel industry, this American hunt for oil, not only in the Western Hemisphere, but in the Far East, has special significance. Wherever an oil field is developed by American capital, not only will its product be available either for our home refineries or for the more distant American bunker stations at the world's crossroads, but all the supplies needed to develop and operate this foreign oil field will come from the United States. An "International Oil" operating in South America means another market for the product of a "National Tube" operating in Pennsylvania.

### **\$20,000,000 CORPORATION FOR ROME, GA. Will Build Plant to Manufacture Standard Machinery, Including Parts for Automobiles.**

Standard machinery and parts for automobiles will be manufactured in a plant which the International Steel & Motors Corporation will build at Rome, Ga. This is a new organization formed with \$20,000,000 capital and the following officers: President, Henry L. Brittain of New York, who is also president of the Birmingham (Ala.) Steel Corporation, the Terry Shipbuilding Co. of Savannah and the Mobile (Ala.) Shipbuilding Co.; vice-president, H. Abn Dean of Rome; vice-president, F. W. Teague of Columbus, Ga.; secretary, James M. Craig of Birmingham; treasurer, John M. Graham of Rome. Investors interested in the new enterprise are largely manufacturers who will consume the products of the Rome plant in their factories.

The International Company acquires the Rome & Northern Railway with its iron ore lands north of Rome, besides additional acreage of mineral lands located in Northwest Georgia. These properties will be developed to their possibilities in connection with the Rome manufacturing plant, supplying the iron and the railroad transportation. Vice-President Dean wires the MANUFACTURERS RECORD that he is as yet unable to furnish definite information regarding detailed plans for the Rome works, but that all particulars will be announced as soon as developments justify.

### **Demand for Automobiles in Mississippi Without Precedent in That State.**

Jackson, Miss., May 24—[Special.]—Several new and substantial garages and auto supply houses are under way in Jackson. Automobile display-rooms, which for the most part were not given particular attention heretofore, are being brightened up, extensions made and attractive features installed.

Not many months ago Mississippi was the lowest State in the Union in automobiles per capita, but the increase in recent months has been phenomenal. Various concerns handling motor cars report it impossible to supply the demand for new cars. Both the cheap and expensive cars find ready sale.

The "Ship by Truck" movement was recently inaugurated out of Jackson for the purpose of stressing the importance of freight shipments by motor truck and for creating a sentiment for immediate road improvement.

The truck caravans recently sent out from the capital city, heavily loaded with cargoes, met with enthusiastic receptions on the part of the citizens in all towns visited.

### **New Development in Kentucky Oil Fields.**

One thousand acres of coal land in the Beaver Creek or Elk Horn district of Eastern Kentucky will be developed by the Porter Mining Co. of Ashland, Ky. This is a new corporation organized with plans for a daily output of from 1000 to 1500 tons of coal and Fred W. Gesling is the construction engineer in charge. J. E. King, president; M. M. Collins, vice-president; S. S. Porter, secretary, treasurer and manager; each of Ashland. The developments will include the construction of a standard-gauge steam railroad from three to five miles long.



# Education the Keynote of Southern Cotton Manufacturers' Meeting

PRESIDENT JOHNSON URGES GREATER FOOD PRODUCTION IN THE SOUTH EVEN IF THIS CURTAILS COTTON ACREAGE.

By WILLIAM H. STONE.

Richmond, Va., May 27.

The most significant and broad-minded statement made at the twenty-fourth annual convention of the American Cotton Manufacturers' Association, held here this week, was that of Allen F. Johnson of Greensboro, N. C., in his inaugural speech as president of the association for the ensuing year. Mr. Johnson had recently completed a tour of the great farming States of the West, and during this trip made special study of agricultural conditions. He strongly stressed the importance of greater food production and urged the cotton manufacturers in returning home to exert every effort to have a larger acreage devoted to raising foodstuffs. Mr. Johnson declared the situation to be so acute that more food should be produced, even though this meant less cotton acreage.

Such a statement, coming from a leading cotton manufacturer, when textile mills throughout the world are urging the South to greater cotton production, emphasizes in an unusually strong way the outlook for a serious shortage in food production.

The preponderating theme of this meeting was education. Not only was this subject one of the principal features of retiring President Hammett's annual address, but the need of education in the South was especially emphasized by P. P. Claxton, United States Commissioner of Education, who spoke on "The South's Special Interest in Education," and by Dr. D. W. Daniel of Clemson College, S. C., who spoke on "The Measure of a Man," and the report of Alex. Long, Rock Hill, S. C., chairman of the committee on education. This important subject was made the basis of a resolution adopted, giving the fullest endorsement to President Hammett's views on education in general, and especially his reference to textile education as affecting the future of the textile industry, and appointed a committee of three to suggest ways and means of carrying into effect the recommendations made by President Hammett.

On the subject of education, President Hammett said in part:

"The membership of the association recognize that through education more than through any other agency can the citizenship of the various States be brought to that degree of perfection so much desired. We cordially endorse the public schools and literary colleges, and urge ample assistance for each of them. We also urge a strict enactment and enforcement of compulsory school laws to apply to all children between the ages of six and fourteen years, the school term to be not less than six consecutive months of each year and eight months if it can be possibly arranged. We contend that child labor laws affecting children in excess of 12 years is harmful to the child unless coupled with compulsory educational laws. We, as members of an association that recognizes the value of proper training to the young mind, most urgently suggest that proper and ample remuneration be given to those who have chosen the profession of teaching as a lifework, and, in turn, urge those in authority to secure competent men and women who will not chase strange and unsafe theories, and instill into the minds of those who are in their care ideas that are dangerous and often vicious.

"While giving the fullest endorsement to the literary courses as taught in the public schools, and standing ready to furnish through taxation our full proportion of the needed funds, we are perhaps as fully interested in that form of education which more closely applies to our particular industry. Textile education is, in our judgment, the one thing needed to place cotton manufacturing in that portion of our country covered by our association in a most enviable position. With properly trained men in charge of the industry, the operative will probably have instilled into him an ambition to regard his occupation as permanent rather than temporary, and with an earnest desire to climb to the top, and through encouragement from the competent leader improve himself or herself so as to make a better and happier man or woman, with the consequent effect that each community will become a more desirable

place in which to live, thereby holding the vast numbers that are now engaged in textile manufacturing, and who are at heart true and most estimable men and women, but whose ambition to enjoy the higher things of life has been allowed to lie dormant, and in addition attract to mill life many whose conceptions of mill work are so thoroughly erroneous. Permit me to urge upon the membership of this association real and active interest in this subject, so that some plan may be put into practice that will in a few years fill the mills and communities with men whose technical education, added to a reasonable amount of literary education, will forever relieve us of the embarrassing and oft-propounded query, 'Where may we secure a competent superintendent or overseer?' Join hands in an earnest way, and evolve a plan whereby at least 300 young men from the mills of the South will be encouraged each year to attend a properly managed textile institution, and in 10 years the problem of competent men will be minimized, and the South become the greatest cotton manufacturing country in the world, as it is at present the greatest cotton-producing country in the world. The brains are in our mills, and only need cultivation, and I trust we will not neglect to grasp an opportunity that is at our doors, and which means so much to the industry and to the country."

The committee on education, Alex. Long, chairman, in summarizing its report made the following recommendations:

1. That each and every manufacturer make it his task during the coming year to investigate carefully the educational situation in his own community and see to it that only efficient and earnest instructors are employed therein, reinforcing the salaries where needed and providing modern and up-to-date equipment.
2. That night classes be instructed wherever the need appears manifest.
3. Canvass among your young people and arrange to send one or more each year to special schools, such as that at Spartanburg, or to the State institutions, as at Clemson, Raleigh, Atlanta, Auburn, etc.
4. That first-hand investigation be made as to what the Federal Bureau for Vocational Education is doing, and seek to put yourself in touch with this forward-looking work.
5. That you make it your watchword, "Better schools for 1920-1921."

Mr. Claxton touched upon the South's many and varied resources, but stated that these resources could never be brought into the fullest and most intelligent development unless the young people of the South were given educations to properly devote themselves to the vast opportunities they had before them. As an illustration, he referred to the extensive use of mechanical farming equipment in the West, the comparative lack of this in the South, and the present inability of Southern people to realize the greatest advantages to be achieved in modern agriculture, because about 50 per cent of them were unable even to read the bulletins sent out by the Department of Agriculture or the directions that come with modern farming machinery to show how it should be used. The fullest development of the South, Mr. Claxton pointed out, was dependent upon man-power, and man-power could only exert its fullest activities when it was properly equipped by educational and physical training to meet the tasks before it.

In a strong resolution, the preamble of which emphasized some of the basic problems before railroad transportation in the country, the association urged the Interstate Commerce Commission to grant, with as little delay as possible, the increase in freight rates asked for by the carriers in the Southern classification territory in accordance with application filed May 3, and this resolution also pledged to the railroads the support and co-operation of the association in every reasonable rule or regulation that may be promulgated, looking toward efficiency of operation and a maximum use of equipment, and urged the members of the association to use every reasonable endeavor to assist the railroads in meeting the transportation demands.

Other resolutions protested against retroactive taxation; affirmed the principle of a reasonable and just Federal tariff law which would furnish alike protection against foreign aggression to the industries of the country and to the thousands of employees of in-

dustry; protested against the excess profits tax, and recommended the speedy adoption by the National Government of a budget system.

A recommendation was presented to the association from a committee composed of General L. D. Tyson, Albert L. Scott and Rufus R. Wilson for the National Council of Cotton Manufacturers covering the creation of an agency representing all the manufacturers of cotton in the country, this agency to have for its primary duty the task of stimulating the growth of more and better cotton, the improvement of handling methods and the development of good-will between growers and spinners. This recommendation was the outgrowth of conferences held at the World Cotton Conference in New Orleans last fall, since which time the National Council of American Cotton Manufacturers through this committee has been carefully studying the problems and as a result recommended the establishment of a bureau on cotton growing, to be conducted under the auspices of a National Council, this bureau to be under the direction of a salaried expert and perform the following functions:

A. Co-operate with all State boards of agriculture, agricultural colleges, the Bureau of Standards and the Department of Agriculture, to assist in the disseminating information as to the best methods of seed selection, fertilizing, cultivation and merchandising of cotton.

B. Get in touch with all research organizations, such as the National Research Council and the Provisional Research Committee of the International Cotton Conference, in order that the work being accomplished by these organizations may be placed at the disposal of cotton growers, manufacturers and others interested.

C. Stimulate proper publicity as to the desirability of improving the methods of growing and handling cotton.

D. Keep in touch with the cotton growers' associations, have representatives attend their meetings, ascertain their problems and present to them the views and needs of the manufacturers, emphasizing at all times the methods whereby the grower can improve the quality and thus increase the return from his product.

The funds for the conduct of the bureau, amounting to \$30,000, will be provided jointly by the two other associations, and a resolution was adopted at this meeting pledging the American Association to do its share.

A strong address was made by Homer L. Ferguson, president of the Newport News Shipbuilding & Dry Dock Co., on "Our Merchant Marine and Its Possibilities." In pointing out the vital need of creating and maintaining an adequate merchant marine, Mr. Ferguson laid emphasis on the fact that during the war we spent, as a result of 75 years of neglect of a prime national industry, very close to \$4,000,000,000 to obtain a marine which before the war could have been bought for less than \$1,500,000,000, and today shipbuilders are constructing ships at \$250 a ton that they used to get \$50 a ton for. Mr. Ferguson outlined many of the problems that are to be met in developing an adequately operated and maintained merchant marine, and particularly emphasized that if this country is to take its part in world commerce it must control the transportation necessary to its own commerce. "It must have," said Mr. Ferguson, "American ships flying the American flag, officered and manned by Americans, operating through American agencies and showing the merchants of foreign countries and the people of those countries that the Americans are there to do business in a truly American way.

"Transportation—which means ships, insurance, banking connections, selling arrangements, etc.—takes years to build. No matter what happens to our merchant marine, it must be remembered that it is not possible to build it into a great thing for a good many years. The fixing of our policy now will be but the start.

"We may depend upon others to execute our will abroad, but there are a whole lot of us Americans left who think that the United States is, after all, through its example as a government and through the example of its business men and its men of commerce, one of the greatest civilizing and humanizing influences in the world, and we believe that the only way in which our commerce can be carried to the far corners of the earth is by our own people, in our own way, doing business in our own way, carrying our commerce in our own vehicles and exercising our right as free Americans to do business in the proper way in any man's country without asking anybody's permission."

Other addresses were made at the meeting by Theodore H. Price, editor Commerce and Finance, New York city, on "Shall We Sell Our Cotton Mills?" and by John Barrett, director Pan-American Union, Washington, D. C., on "Pan-American Commerce—Our Great Opportunity."

The report of the committee on membership showed a gain in

membership during the past year of 542,064 spindles, making the total spindleage now represented in the association 11,312,812, which is about 75 per cent of all the spindles in the South.

The meeting was one of the most largely attended in the history of the association, there being present nearly 600 members and associate members. Officers elected for the ensuing year are: President, Allen F. Johnson, Greensboro, N. C.; vice-president, Gen. L. D. Tyson, Knoxville, Tenn., chairman board of governors, C. E. Hutchinson, Mt. Holly, N. C.; secretary-treasurer, W. D. Adams, Charlotte, N. C.; two vacancies on the board of governors, Augustus W. Smith, Greenville, S. C.; J. D. Massey, Columbus, Ga.; Thomas C. Leake, Rockingham, N. C.

### English Mill Stockholders Who Wanted Still Bigger Dividend.

Manchester, England, May 13—[Special].—Great interest has been taken in Lancashire cottontrade circles this week in the report of the Fine Cotton Spinners and Doublers' Association Ltd., for the year ended March 31, 1920. The balance sheet shows a profit after providing for depreciation and excess profits duty of £1,247,540 19s. 3d.; the balance brought forward from last year is £169,589 17s. 11d., making a total of £1,417,130 17s. 2d. After providing interest on debenture stocks, further appropriations to insurance fund, pension fund and research fund, amounting together to the sum of £175,000, and after payment of interim dividends on the preference, preferred ordinary and ordinary shares, there remains an unappropriated balance of £1,000,422 10s. 6d.

The directors recommend the payment of the usual half-yearly dividends on the preference and preferred ordinary shares and a final dividend on the ordinary shares at the rate of 28 per cent per annum (making 20 per cent for the year), absorbing together £441,493; the placing of £200,000 to the credit of the reserve fund, making the reserves £1,080,459 7s. 6d.; and carrying forward to the new year of the balance £358,929 10s. 6d.

The directors also recommend that the capital of the Association be increased from £7,000,000 to £10,000,000 by the creation of 3,000,000 ordinary shares of £1 each, and that 1,225,000 ordinary shares be offered at 30s. per share to the holders of the existing ordinary shares in the proportion of one ordinary share for each two ordinary shares held; the amount of each share taken up to be paid in three installments, namely 10s. per share on the acceptance of allotment not later than July 1, 1920; 10s. on October 1, 1920, and the balance on January 1, 1921.

On the Manchester Stock Exchange the report was received with considerable disappointment, and there has been a severe slump in the price of the ordinary shares. At the beginning of this week £5 was paid, but since then business has been done at £3 17s. 6d., and violent fluctuations are taking place in the quotation. It is held in the trade that quite apart from any expectation of capitalization of reserves or a sale to a new syndicate, the profit declared is not equal to expectations and is below the amount earned by other mills producing Egyptian yarns.

### Newly Organized American Wholesale Lumber Association to Launch Membership Campaign.

Chicago, Ill., May 25—[Special].—Mr. L. R. Putman, directing manager of the recently organized American Wholesale Lumber Association, today outlined briefly the plans for the officers and members for the inauguration of an intensive membership drive, the purpose of which is to enroll on the roster all wholesalers who are eligible, and to make the association the largest trade body affiliated with the industry.

The general offices of the association have been established in the Arcade Building, 620 S. Michigan avenue, Chicago. Mr. W. L. Whitacre of the Whitacre Lumber Co., Columbus, Ohio, is chairman of the membership committee. The other members are Frank Niles of the Robert R. Sizer Company, New York City; J. R. Thames of J. R. Thames & Co., Birmingham, Ala.; Guy Mallam of the Guy Mallam Lumber Co., New Orleans, and W. C. Lawton of the Nettleton Lumber Co., Seattle. Frank Burnaby of Burnaby Bros., Chicago, has been elected treasurer and already has assumed the duties of his office.

## \$70,000,000 Plant Expenditure Baltimore's Record for Year

HUNDRED NEW INDUSTRIES LOCATED AND MANY OLD PLANTS EXPANDED—FORTY THOUSAND ADDITIONAL WORKMEN WILL BE REQUIRED—IMPORTANT NEW ENTERPRISES THAT HAVE BEEN SECURED—BUILDING BOOM TEMPORARILY HALTED BY FEDERAL RESERVE BOARD'S PROGRAM OF DEFLATION.

By ALBERT PHENIS.

Nearly 100 new industries were located in Baltimore during the year ending May 31. One hundred and twenty-six industries, already here, made or announced extensions and expansions. These improvements call for plant expenditures of nearly \$70,000,000. Altogether they will require ultimately an added industrial population of some 40,000 new workers. The exact figures as announced by the Industrial Bureau of the Board of Trade from June 1, 1919, to April 30, 1920, are: New industries, 95; plant investment, \$34,326,700; employees, 21,353; expansions, 126; plant cost, \$34,977,500; employees, 17,764.

These figures measure the development that is under way in Baltimore. They demonstrate the recognition this Southern gateway has gained as a favorable point for manufacturing. Baltimore's advantages include lower railroad freight rates than those of points to the north, thus giving cheapness as well as ease in assembling raw material and distributing manufactured products. The city's longitudinal location enables it to obtain freight differentials under New York, Philadelphia and New England points on shipments to and from Buffalo, Pittsburgh and the Middle West.

The abundance of home-owning, comparatively contented and efficient labor in Baltimore is also a powerful factor in attracting

new industries and making possible the expansion of present institutions.

Over 50 per cent of the city's dwellings are owned by their occupants. Among the laboring population the percentage is possibly still higher, for through the ground rent and building and loan association plans the man of moderate means finds it convenient and attractive to become a home-owner rather than a renter. While wages in Baltimore are not low, they are lower than those prevailing in most other large cities of the country. Baltimore's labor population is largely American, only 12 per cent being foreign-born. With a spirit of independence characteristic of such citizenship, Baltimore is an open-shop city. To the prospective industry Baltimore presents the advantages of savings in labor cost, lower freight rates, lower taxes and cheaper rates for power than prevail in most other cities, these items in the aggregate amounting to the equivalent of the ordinary dividend on a large capitalization.

Besides the trunk-line railroads serving Baltimore, there is a greatly expanded ocean service, so that steamships are operated between Baltimore and practically every important port of the world.

Federal census figures of 733,826 show the substantial gain in population that Baltimore has made over 1910, and fix in the public mind the fact that Baltimore is now on a broad wave of industrial



PANAROMA OF BALTIMORE WATER FRONT AND DOWNTOWN BUSINESS DISTRICT, SHOWING FOURTH



and commercial expansion. A new era of growth and life has arrived, greater in force and volume than any that has been experienced since the days of the clipper ship.

The new industries of Baltimore are of great variety. In size of plant and number of hands employed the most important is that of the Columbia Graphophone Co., which has begun construction on the first unit of a plant which will greatly exceed that of any other factory of the company. A plat of 100 acres was acquired in the Fairfield section, and here are being erected buildings that will occupy a 1200x1000-foot site, the main structure to be six stories high and 280 feet long by 280 feet wide. It will be equipped for manufacturing cabinets. Other structures will be for cabinet factory, motors and other accessories, record factory, two drykilns and storage. The first unit of buildings will cost \$3,600,000, and there will be four similar units constructed later on. The initial requirement will be 6000 employees, so that 24,000 will be necessary to man the entire plant when all the units are completed. The contract for the construction of the first unit has been awarded to M. A. Long Company, 1523 Munsey Building, Baltimore.

The bringing of the Columbia plant to Baltimore is typical of the work being done by the Industrial Bureau of the Board of Trade. The Board of Trade of Baltimore is a clearing-house for the business interests of Baltimore. Having a seat on the board is the president or executive head of the various commercial bodies of Baltimore, the railroads, the Mayor and Council, etc. The Industrial Bureau was organized and began activities June 1 of last year. Geo. C. Smith, a business expert, an engineer and an executive of unusual experience and ability in the line of locating industries, was employed as director of the bureau. His survey of conditions here, made at the beginning of his work as director, includes every factor that enters into the manufacture, sale and distribution of a product. From information on file, his bureau can give any prospect complete information as to site, labor, taxes, housing conditions, shipping facilities and rates, fuel, power, banking facilities, climate, water, industries already here, and any other item of information that may be required.

Reading of a strike among the workmen in the Bridgeport (Conn.)

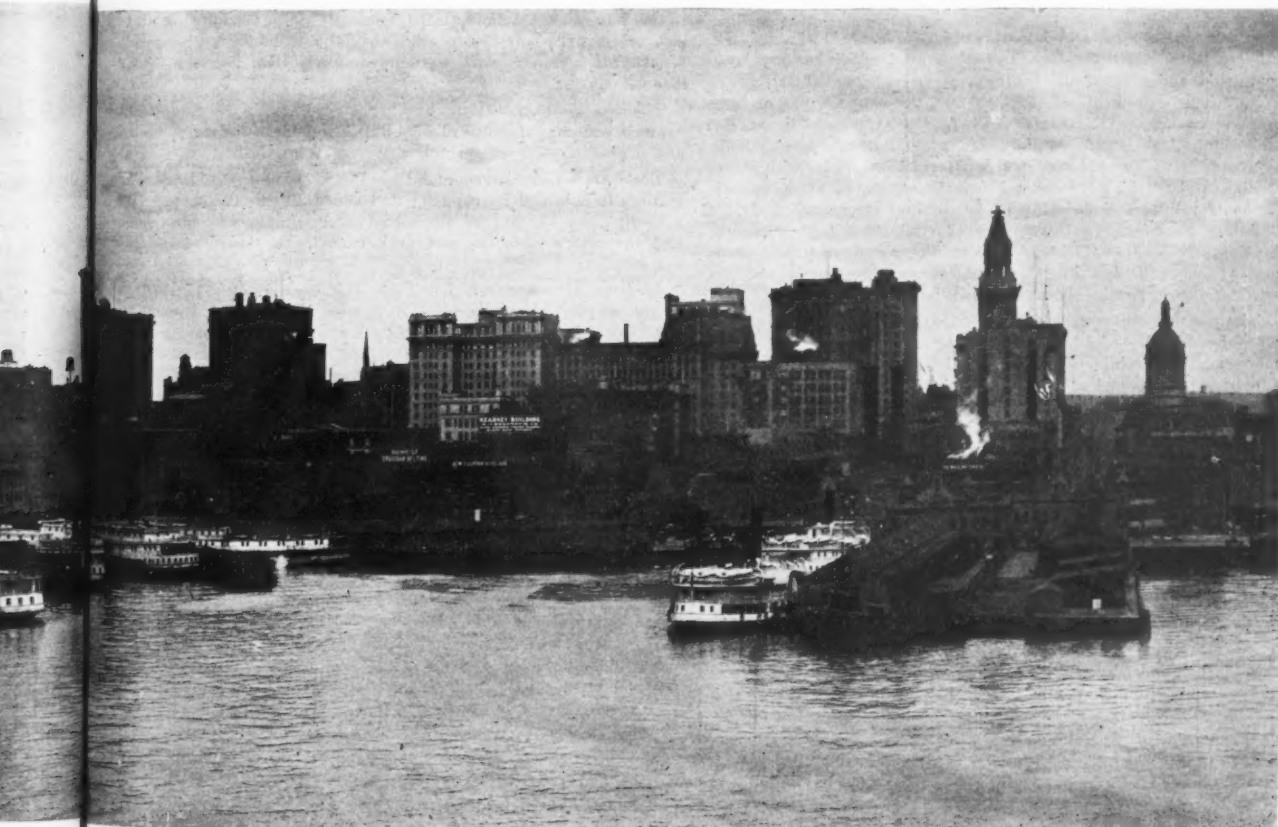
plant of the Graphophone Co., Mr. Smith went at once to the president of the company. He presented unanswerably all the advantages Baltimore possesses as a location for an industry, and the rest was merely a matter of arranging details.

The Industrial Bureau has energetically followed this method throughout the year, and is directly responsible for much of the industrial development that has occurred, both in the way of new industries and expansions.

One of the biggest and most important of the new industries Baltimore has gained during the year is that which the General Electric Co. of Schenectady, N. Y., will establish. An investment of several million dollars for buildings and mechanical equipment is represented. The company purchased what is known as the Park Plant of the Bartlett Hayward Company, which during the war was used for the manufacture of munitions. Here it will make switchboards and controlling devices for electrical machinery. There are 11 structures occupying a 40-acre site and having 420,000 square feet of floor space. These buildings are of modern construction and cost \$2,100,000. All machinery will be driven by electricity, the power to be obtained from the transmission system of the Consolidated Gas, Electric Light & Power Co. About 5000 employees will be required. Operations are expected to begin within a few months.

Baltimore was chosen as the location of this extensive plant after careful investigation of its industrial advantages, including the availability of buildings already completed and an abundant labor supply. With buildings ready for the installation of machinery, the company saves much valuable time. The General Electric Co. is a \$120,000,000 corporation, with \$211,000,000 assets, known all over the world for its product of electrical equipment.

One of the largest sugar refineries of the world to be located at Baltimore was announced at the beginning of the year. The American Sugar Refining Co. acquired a 15-acre tract at Locust Point and will construct a refinery to cost from \$8,000,000 to \$10,000,000, with an estimated daily output of 2,000,000 pounds of sugar. From 1000 to 1500 men and women will be employed. The company will develop a quarter of a mile of waterfront, with



CT, SHOW COURTHOUSE AT EXTREME RIGHT AND A NUMBER OF THE LARGER AND MORE IMPORTANT OFFICE BUILDINGS.

pier facilities for handling four ocean-going steamships at one time. The contract for the refinery has been let to the Stone & Webster Company of Boston, and it is estimated that it will require a year to build. Chas. T. Main, 201 Devonshire street, Boston, is consulting engineer.

The location of this great plant will undoubtedly draw to it various allied industries, such as soft-drink manufacturers, candy-makers, etc., thus augmenting the strong position Baltimore already occupies as one of the largest candy-making centers in the country.

As a nucleus for a nest of allied industries, the location of the Locke Insulator Works in Baltimore is regarded as a quite important acquisition. The Locke Insulator Corporation of Victor, N. Y., has begun work on a \$500,000 plant for manufacturing pin type insulators, bushings and accessories for high voltage transmission lines; daily capacity 3000 insulators. The buildings, costing \$319,000, will have 120,000 square feet of floor space and be of fireproof and mill construction. They will include three concrete, brick and steel structures 391x141, 340x141 and 171.10x109.1 feet, besides 24 drykilns. A 15-acre site on the Patapsco has been secured. Contract for erecting the buildings was awarded to J. Henry Miller, Inc., of Baltimore, and the architects are Parker, Thomas & Rice. Donald Symington, president of the Locke Insulator Corporation, represents the management at Baltimore. W. S. Austin is the construction engineer.

An important announcement is that Steinmetz electric motor cars will be built at Baltimore. The Steinmetz Electric Motor Car Corporation has been chartered with \$2,000,000 capital, and includes Charles P. Steinmetz, chief engineer of the General Electric Co., Schenectady, N. Y., among its directors. The company will purchase a completed plant, and in outlining the new enterprise, N. W. Truett, secretary of the Steinmetz Syndicate, New York, writes to the MANUFACTURERS RECORD: "The approximate cost of buildings and machinery will be about \$250,000. The capacity of the plant will be up to 4000 jobs a year. Number of men to be employed, between 300 and 400. The character of the cars to be built will be a light delivery car and an industrial truck."

A very interesting and important development is that of the Eastern Rolling Mill Co., electrically operated, which has just been completed and started up in the eastern section of Baltimore. With an authorized capital of \$5,000,000, the company will at once increase its present \$3,000,000 stock to \$5,000,000 and invest the additional \$2,000,000 for doubling its original 12-mill plant. This enlargement will provide for constructing 12 hot mills, with intermediate and finishing section and departments for pickling, annealing, cold rolling and finishing. The original structure comprises buildings covering 375x100 feet, with equipment for an annual capacity of 60,000 tons of steel sheets. The rolled steel sheet product is to meet the demands of manufacturers of automobile bodies, hoods, fenders, furniture, enamelware, milk cans, stoves, etc.

The general contractor for the original buildings was the Belmont Iron Works of Philadelphia and George S. Childs of Baltimore was the architect. The General Electric Co. of New York furnished the electrical installation, all of which is driven by power from the transmission system of the Consolidated Gas, Electric Light & Power Co. Five hundred men are now employed, and this number will be doubled with the enlargement of the works. The plant is said to be the only one of its character east of Pittsburgh with the exception of one Philadelphia establishment.

Baltimore's position as a pork-packing center was materially advanced during the year. Jones & Lamb took over the former Monumental Brewery Co.'s property on Eastern avenue, Highlandtown, and arranged to spend approximately \$1,000,000 remodeling buildings into the most modern and largest pork-packing establishment east of Chicago. The site comprises 5½ acres. A New York engineer-architect, C. B. Comstock, was engaged to prepare plans for the erection of a slaughter-house. The company will employ between 500 and 600 men, and expects to have an annual output in excess of \$20,000,000. The company will have a capital of \$5,000,000, and will enter actively into the export markets. It is expected that a vegetable dehydration plant will be installed.

One of the significant and interesting incidents in the industrial development of Baltimore is the fact that former breweries and distillery properties have in almost all cases been taken over already by other companies to be utilized in useful industries.

The pork-packing plants of the William Schluderberg & Sons Company and Thomas J. Kurdle Company were consolidated during the year, and the William Schluderberg & Sons Company began the construction of a new meat-killing and packing plant for beef and pork products. It is understood that the annual output of this plant will approximate \$10,000,000 worth of products.

Last year Corkran, Hill & Co. completed their big meat-killing and packing plant at the Union Stockyards, about \$600,000 having been invested. Beef and pork, with their various by-products, are the output of this important enterprise. The Consolidated Engineering Co. of Baltimore was the general contractor and Gardner & Linberg of Chicago were the architects-engineers in charge. There are five buildings, all of reinforced concrete except the office, which is of mill construction. All machinery throughout the plant is driven by electric motors, singly and in groups, as required for the most economical operation.

There was a marked activity in oil refining, tank storage and distributing facilities in Baltimore. The Standard Oil Co. acquired new holdings in the Canton district to the extent of 20 acres. An initial expenditure of \$2,000,000 on refinery and terminals was announced, by which the company's previous Baltimore output would be increased 150 per cent. Enlarged refinery capacity, additional steel tanks, new wharfage room, etc., are among the improvements outlined.

The Mexican Petroleum Co. purchased about 20 acres of land on Curtis Bay for the construction of storage tanks, loading and unloading piers, etc., with the expectation of building a refinery at some future time; supplies to be furnished by regular tank service between Baltimore and the Mexican fields.

Increased storage and other facilities were announced by other oil companies here.

A considerable development in the activities of the United States Industrial Alcohol Co. occurred during the year. The company recently added 30 acres to its holdings on Curtis Bay, on which to develop subsidiary companies. The output of the company was already rated at about \$6,000,000 annually. Among the subsidiary companies for which buildings were constructed during the year is the United States Industrial Chemical Co., manufacturing alcohols, ether, pyro solvents, special alcohol for industries, acetates, potash, nitrogen, etc., with a possible annual production of \$3,000,000 value.

The Sterno Corporation, another subsidiary, with \$2,000,000 capital, will manufacture alcohol-burning devices for automobiles and boats.

The Curtis Bay Copper and Iron Works, also a subsidiary, has materially enlarged its capacity and added 100 to 125 men to its payroll. The building of alcohol company plants and equipment and the repair of ships and tank cars is the business of this company.

In fertilizer manufacturing there has been a notable addition to the already large output of Baltimore plants. The Piedmont-Mt. Airey Guano Co. has purchased a new site of 24 acres on Curtis Bay and is proceeding with plans for a new and modern fertilizer plant. A sulphuric-acid plant will be built, and construction will involve an ultimate investment of \$1,000,000.

Adjoining this tract the Armour Fertilizer Co. has acquired a new location of about 20 acres, and will, it is stated, build a \$2,000,000 plant. Westinghouse, Church, Kerr & Co. of New York have been engaged as engineers and constructors for the plant. Co-operating in the design with the engineering department of the Armour Fertilizer Works, they will construct the building and install the equipment with their own forces.

The Union Acid Works of Baltimore, capitalized at \$1,000,000, will build a sulphuric-acid plant for manufacturing fertilizer on a seven-acre site which has been secured on the waterfront. The plant will be built in two units with daily capacity of 200 tons of acid. The building will be of steel and concrete construction. There will also be erected a pier to be equipped for a daily capacity of 2000 tons, handling brimstone shipped from Louisiana mines. George A. Whiting, president of the Standard Wholesale Phosphate Co., and his associates have organized the Union Acid Works, and Mr. Whiting is president.

An important improvement of the year was the development of plans by the Weyerhaeuser Lumber Co. for the utilization of its 76-acre tract on Curtis Bay at Fairfield. The company's plans

contemplate extensive piers and sheds, with storage capacity for 100,000,000 feet of lumber. Bringing the lumber to Baltimore from the company's mills on the Pacific Coast, this will be the distributing point for all the territory east of the Mississippi River.

On account of the great building activity in Baltimore the past year, there has been an extensive development in millworking here. A number of new companies were formed and expansions occurred in others already established.

Among various new industries and expansions announced, an important new industry is that of the Kennedy Corporation, organized with a capital of \$2,000,000. The plant will be located on a 4½-acre site on Curtis Bay. Engine cylinders, gear cases and other parts for various types of automobiles will be the product of the factory. The buildings will be of steel and concrete construction. The mechanical equipment will include four open-hearth melting furnaces operated by fuel oil and seven annealing furnaces using powdered coal. About 1200 workmen will be employed. The company has been financed by Baltimore capitalists. The president is Joseph P. Kennedy, president of the Baltimore Malleable Iron & Steel Co.

The Boyden Co-ordinating Car Corporation of Baltimore, \$1,000,000 capital, will build at Baltimore one of the ten plants the company is to construct in various cities of the country. The plant will manufacture a new type car truck designed to permit trains to round curves at the same speed as on straight track.

The National Steel Rolling Co. of Newark, N. J., will erect a plant at Baltimore having a daily capacity of 25 tons of bar iron and bar steel.

The Campbell Metal Window Co., to be housed in the Bartlett Hayward buildings formerly used for munition factories, will take over the business of the Campbell Architectural Iron Co. of Albany, N. Y., and continue the manufacture of metal windows here. The company has affiliated with the Bartlett Hayward Company, and is now under the management of Howard Bruce, president of that company.

The Baltimore Valve Co., of which ex-Mayor James H. Preston is vice-president, will manufacture valves and builders' hardware on the completion of their factory.

The manufacture of grinding wheels and other abrasive specialties at Baltimore is planned by the Precision Grinding Wheel Co., \$400,000 capital. This corporation will mine clay and manufacture the raw materials for the production of its specialties.

Control of the C. D. Pruden Company of Baltimore, manufacturer of portable steel buildings, has been purchased by the Blaw-

Knox Company of Pittsburgh and the C. D. Pruden Corporation has been organized with \$500,000 capital to succeed the Baltimore company, whose plant will be doubled. Raw material will be furnished from the Blaw-Knox works.

Plans are being considered for doubling the capacity of the tannery which Charles S. Walton & Co. of Philadelphia built at Curtis Bay, Baltimore. This is a \$500,000 plant, including site, buildings, machinery, etc. It is equipped for manufacturing sole leather belting of annual value of several million dollars. The buildings, on a 10½-acre site, include planing mill, mixing department, extract mill, vats, washers, driers and boilers.

Baltimore will be the home of a new sugar product to be called "supersyrup." It will be manufactured by the Baltimore Pearl Hominy Co., which is a subsidiary of the General Food Products Co. of New York. An initial daily capacity of the plant at Baltimore will be 100 barrels, with an ultimate increase to several hundred barrels daily.

A unique industry for Baltimore is that of the Coconut Products Corporation, which has completed a million-dollar plant for the manufacture of coconut oil, meal, cake and coconut products used in the manufacture of butter and lard substitutes, soap, drugs, explosives, etc. The company proposes to grow its own coconuts on a plantation of 52,295 acres it owns on Mindanao, in the Philippine Islands. R. A. McCormick is the company's president, and B. W. Rice, formerly of the Philippine Islands, is vice-president and managing director.

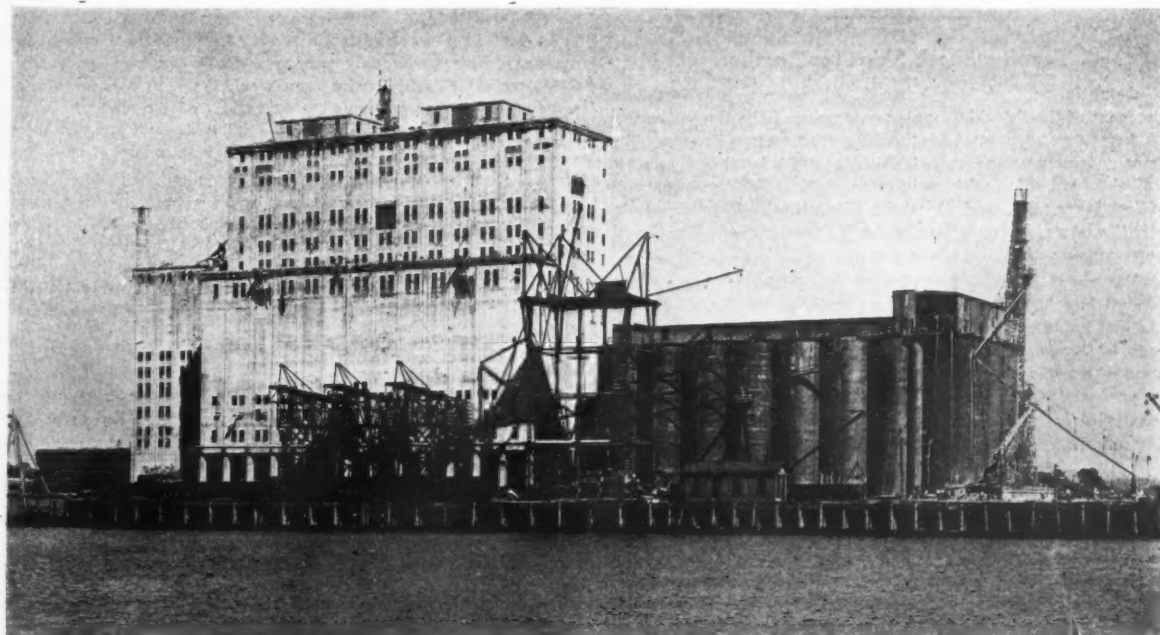
The Lion Brothers Company, manufacturers of embroidery, is adding a new building to its plant already here, and will install \$72,000 worth of machinery which has been ordered from Switzerland.

Baltimore has long been the center of ready-made clothing manufacturing and also of cotton clothing. An interesting experiment of the past year has been the establishment of branch factories in the Curtis Bay district and other suburban sections of the city.

An important addition to the shipbuilding facilities of Baltimore was provided by the Globe Shipbuilding & Dry Dock Co. of Maryland. This is a \$5,000,000 corporation, with B. C. Cooke of Grand Rapids as president. All-steel vessels of 9000-ton cargo will be constructed, and the plant will employ from 1000 to 2000 men. Included in the facilities of the plant will be an 8000-ton dry dock.

The Union Shipbuilding Co. is planning the construction of six concrete ways, and also other important extensions to its plant at Fairfield. The total cost of the improvements is estimated at \$8,000,000.

The Bethlehem Shipbuilding Corporation will add to its facili-



\$6,000,000 GRAIN ELEVATOR OF PENNSYLVANIA RAILROAD AT BALTIMORE. CAPACITY 4,300,000 BUSHELS.



ties a new dry dock with capacity of lifting ships up to 6000 tons.

With the increase of Baltimore's industries the necessity for greatly expanded shipping facilities is widely recognized. To meet the situation a plan has been formulated by which the city would finance a loan of \$50,000,000 for building material and accompanying facilities for all classes of vessels. The bill covering the proposition has been acted on by the Legislature and will be submitted to the voters for ratification in the fall.

One of the important new port facilities provided during the past year is a \$6,000,000 grain elevator of the Pennsylvania Railroad Co., the storage capacity of which is 4,297,310 bushels. It has 206 cylindrical grain-storage bins 90 feet high. The receiving capacity is 400 cars every 10 hours; shipping capacity, five ships, 1,800,000 bushels, in 10 hours. The structure is reinforced concrete throughout.

The Western Maryland Railroad Co. is building a new coal pier at Port Covington to replace the old one destroyed by fire. The pier will be 792 feet long and 74 feet wide. An electrically-operated dumper will have a capacity of 40 carloads an hour or 800 cars per 20-hour day. The cost of the improvement will be approximately \$1,000,000.

In carrying out the announced \$50,000,000 or more improvements at Sparrows Point, the Bethlehem Steel Corporation has completed the second unit of its tinplate plant. The company will shortly have 21 tinplate mills in full operation, making it the largest tinplate factory east of Pittsburgh, with an annual capacity of 2,000,000 base boxes.

To take care of the extraordinary demand for homes, offices and business buildings incident to the active development in all lines, Baltimore was in the midst of an unprecedented building activity at the time the Federal Reserve Board set out to curtail credits and slow down production. This has resulted in a noticeable falling off in new undertakings and has embarrassed all kinds of building operations. It has been estimated that 10,000 new houses will have to be built in Baltimore every year for the next two or three years if the increased population of laboring men required to man the new industries in sight is to be provided with proper housing accommodations. The building statistics show that for the 11 months ending April 30 there were permits issued for about 4000 new residences of all sorts; 153 permits for warehouses and manufacturing plants were issued during the same time. The estimated cost of these buildings and all additions and alterations to present structures is something more than \$33,000,000.

### Tanning Shark Skins for Leather.

Substantial progress is understood to have been made in the development of the fish-skin tanning enterprise of the Ocean Leather Co., heretofore mentioned by the MANUFACTURERS RECORD. The company is now preparing to build plants additional to the one at Sanibel Island, Fla., with main office at New York and branches at Fort Myer, Fla., and Morehead City, N. C. Referring to its activities, the company writes to the MANUFACTURERS RECORD:

"Buildings have been erected and operations are now under way catching about 100 to 150 sharks per day, which are being manufactured into fertilizer and delivered rendered for the oil, but the principal industry being the tanning of the skins into a very high-grade leather, demand for which cannot be satisfied. Manufacturers of traveling bags, pocketbooks and purses are clamoring for our products and only about 25 per cent of their demands are to be satisfied."

### Gloves, Shoes, Plaids, Suspenders, Etc.

HJALMAR MINDE & Co., P. O. Box 184, Bergen, Norway.—We want to have offers from American manufacturers, preferably on basis of our being appointed sole agents for Scandinavia, of the following articles: Workmen's gloves, oilcloths, plaids, canvas shoes with rubber or leather soles. Would like to hear from some of the largest (and for export best fitted) manufacturers. We also are interested in an agency connection for suspenders, something like the "Switchback" suspender, made by the Monarch Company, New York; in other words, a suspender with a regulation stretching.

### Sixty-Cent Cotton?

By HARVIE JORDAN, National Secretary American Cotton Association.

The Literary Digest of May 8 devotes considerable space to extracts from leading daily newspapers in all parts of the United States in regard to the action of the committee on price fixing of the American Cotton Association at the Montgomery Convention, held April 13-16.

A number of the newspaper editors, located especially in the North and West, severely condemn the committee and the association for suggesting a price of 60 cents for short staple, middling cotton, on the remnant of the crop of 1919 still left in the farmer's hands. As a matter of fact, the committee did not fix a price of 60 cents, as was sent out to the press and exchanges over the Associated wires. That part of the committee report referring to a price for cotton is herewith quoted, as follows:

"Be It Further Resolved, That the world's demand for manufactured products from cotton has placed the price of the manufactured products far above a just ratio of the present prices paid the farmers for cotton. The spinners should pay the farmers a price not less than 60 cents per pound for cotton, basis middling, which price would enable them to make enormous profits on the manufactured products at the present prices of said manufactured products."

This action of the committee neither fixed or recommended that the farmers should demand 60 cents for the remainder of the cotton crop on hand. It was in the nature of a suggestion to the spinners that, on account of the present enormous profits they were making on manufactured goods, they could well afford to pay farmers 60 cents for middling cotton.

Criticism of the present high prices for cotton fabrics appears to be directed solely at the growers of cotton by nearly everybody living outside the zone of the American cotton-producing area, and are consequently ignorant of the true facts in the matter.

What are the facts so far as the cotton growers are concerned? The cost of producing a pound of cotton in 1919, as carefully worked out by a committee at the Montgomery Conference, April 13-16, arrived at the average figure of 38 cents per pound for the crop of 1919 as applied to the main producing States. The crop of 1919, basis middling, has not been sold for an average of 40 cents. Fully one-fourth of that crop was under middling, and has been sold at prices which would hardly average 25 cents per pound. If three-fourths of the crop sold for 40 cents and one-fourth at 25 cents, the average price received for the whole crop would not exceed 36½ cents per pound, or 1¼ per cent less than the actual cost of production.

As fixed by the committee, a profit of even 25 per cent to the average farmer, who only produces six bales, would net only \$275, and at this his entire crop would have to average him a price of 47½ cents per pound.

Either the average cotton grower must remain in a state of agricultural slavery to satisfy the general ignorance of the world as to the cost of producing cotton and be content with low prices, or he must, in the face of unjust criticism and in the defense of his home, his occupation and his manhood, assert his rights and, by co-operative effort, enforce them. There is no other solution of the problem, and the American Cotton Association offers the only medium through which the cotton growers and the South can profitably and equitably enforce and maintain those rights.

It will cost the farmer considerably more in 1920 to produce and harvest a pound of cotton than it did in 1919. It costs just as much to harvest and market a bale of low-grade cotton as it does a bale of middling cotton, so that middling cotton should command a price high enough to average the cost of production for the entire crop and a fair profit above that to the growers. This rule is applied to every well-established business industry in the world except cotton growing.

### \$1,000,000 Hotel Annex for Atlanta, Ga.

A nine-story annex containing 200 rooms will be added to the Georgian Terrace Hotel of Atlanta by the Whitehead Realty Co. at a cost of \$1,000,000. Wm. L. Stoddart of New York is the architect.

# Shall We Have Chinese Labor or Face a Real Food Famine?

By F. W. FITZPATRICK, 58 East Washington Street, Chicago.

Why not? I've asked the question a hundred times, asked our big journalists, our big legislators and many, many whose opinions generally carry weight. So far few have answered, certainly not intelligibly, logically. Generally it's a rolling of eyes, a shrugging of shoulders or an expression of blank amazement or horror that I get. Some quite agree with me, but, oh, no, they wouldn't dare say so in print or out loud. The impression given is that they are afraid of Labor. Very much afraid of Labor. So much so that only one journal in New York, the *Annalist*, ventured to commend or even mention an appeal I made anent this matter in September, 1918, and of all my dear friends in Congress, many of whom believe as I do that we'll have to do something very soon, not a blessed one would father a bill putting this Chinese matter into legislative form.

And why should Labor oppose it?

Our American men object to coarse, hard, manual labor. They would rather use their heads. They're not even over keen about skilled labor. They prefer to clerk or deal in real estate, sell something. Certain it is the trades don't appeal to them and they shun farm labor as they would the plague. Can you blame them?

The average immigrant loves the cities, he, too, will putter around selling things if he can, or make a living some other way than by getting out into the open and grubbing in the soil. It was hoped that when the soldiers came back from war they'd want to live in the open and that even the city-bred boys would make a bee line for the farm! How many of them did or how many of the country-bred ones went back? So few that in three states, from which I have secured accurate data, there will be from 18 to 20 per cent less land under cultivation than there was three years ago. The farmers simply cannot get the requisite help.

Statistics show that we are short fully 3,000,000 common laborers. European countries are bidding for immigration themselves. Something like a million workers are now rated as skilled, employed in factories, city shops, etc., at big pay, who were classified as common labor a couple of years ago.

We used to fear "foreign invasion" after the war. The labor unions, the farmers, everyone was planning and scheming to keep the country from being swamped. It did not materialize. Here in Illinois, for instance, during six months ending this January 1st, the "invasion" took the form of 6,415 aliens coming in; but 9,677 left it for foreign parts!

Twelve million acres less of fall wheat this season than in 1918 and twelve million acres more will be left uncultivated, because of lack of farm help. Two hundred and fifty million bushels of wheat short just for one item. Twenty-four thousand farm houses vacant in New York state.

Experts tell us, Hoover among them, and he surely knows the food situation, that if this thing keeps up, in another year we'll be combing Europe for food for ourselves. How many of us realize how serious the situation is?

As we are constituted today I don't know that we can blame the labor organizations for looking askance at any effort to induce over much immigration. The more hands there are to work at the trades the less of a premium is there on labor. They are but doing what all the world is doing, looking after their own personal, selfish, grabbing interests in restricting immigration and apprenticeship. But it's altogether another matter when we get into rough, ordinary, common labor. If they curtail they "bite their own noses to spite their faces." Moreover it's not a question of curtailment, it's simply a matter of there not being a quarter of the unskilled labor we actually need to do the work we require to feed ourselves let alone our ambition—and ability if we had the labor—to feed the world.

Let this lack of common labor keep up and it's only a question of time when professional men, skilled labor, real estate dealers and all of us will have to draw lots to see who among us goes and digs, or we all starve.

Available today at highest possible figures, we are short 30 per cent of normal farm labor and the demand is 53 per cent above normal. The factories of Michigan and the Middle West are calling the young men from the farms and the spinning mills are doing the same in the South, leaving the land that once produced food and textiles to bring weeds and thistles.

All the basic industries rest upon common labor. The skilled worker has nothing to work with, no job, unless there is unskilled labor at the bottom doing the rough work. The steel plant of the United States, according to one of the best advised men in the trade, is operating at only one half its full capacity, due largely to the shortage of unskilled labor; due also to shortage of supplies caused by the transportation breakdown. The railroads are unable to get section hands, on whose efforts the state of the roadbed rests.

Cost of bread is climbing, so is it with canned fruit, vegetables and all produce. We realize that next winter there will be less food in the country than at any time during the war. Many farmers are doing what they can with their own hands, producing enough to supply their own wants, and making no attempt to get labor, realizing the futility of the effort.

Admitted that in unrestricted immigration there would be a great number of skilled workers who would compete with union men and eventually lower wages and that therefore we should not let the barriers down. And perhaps we can keep up a higher standard of citizenship by only admitting the literate. But of common digging, farming, fetching and carrying labor we must have a lot and blamed soon or union and all of us will go bang.

So why not Chinese? No, not as slaves or anything that would offend our Americanism.

And Californians will not raise such a rumpus about it as we might imagine they would. It's Chinese immigration they object to, Chinese ownership of property, Chinese in schools and such things, that make them turn handsprings. The bringing of Chinese contract labor into the country is a bird of another feather. California needs it as much as any of us.

Granted it's the last choice, a matter of sheer and dire necessity. We were blessedly glad to get Chinese legions to do the non-fighting rough work in France; the conditions today, though we are comparatively at peace, are just as exigent, as serious.

Why can't we bring in so many thousand coolies, scatter them where needed throughout the country, pay them well, treat them decently, all under governmental regulations, contract labor, and when the period for which they are hired expires, send them back home? China would hail the opportunity, it would be a God-send to that country for it would put shekels in its people's pockets and reduce the awful toll of starvation that is taken from it every year.

Un-American? Why? Who said anything about slavery or the repetition of the Negro bugaboo? The difference between slavery and contract labor on a national scale, to tide us over a period of dire need of labor, is as great as that between night and day. Unusual? I grant you. Going to Europe to mix in their wars is unusual, too, but we had to do it and should have done it sooner than we did. So with this; we've got to come to it; why not do it now and gracefully?

The country can easily feed and sustain a population of 250,000,000. Since our people prefer the cities, high wages, short hours of labor, the manufacturing industries to farming, let them go to it. Put cheap Chinese labor on the farms, you're reducing the cost of feeding and necessarily the related costs of living, and our people can keep on in their mercantile, manufacturing, commercial ways, and with Chinese labor on the farms and injected into the rough, hard labor, digging, carrying, pack-horse work in the mills and elsewhere, we can speed up our commerce, keep our unions satisfied and highly paid, and we can compete with all the world in all our lines of endeavor and feed a goodly part of the world in the bargain.

### Still Another Urgent Call for Farm Labor.

Webster Farms Company, Inc.,  
Farm Lands,

Houston, Tex., May 26.

*Editor Manufacturers Record:*

The general welfare of our country admittedly depends on the cost of living being reduced. Every conceivable complaint or criticism comes from every source. Most energy seems directed, quite properly, to prevent or lessen profiteering. But in all my reading and study of the situation I find no remedy or even suggestion tending to lessen the cost of production of the essentials—food and clothing. Complaining does not remedy wrong conditions that surround us. Politics and political conditions tend to divert our best thoughts; union labor's influence is seldom sought to assist in any great economic change or movement; selfishness is rampant; few influences are willing to study and adopt new legislation that could be made to relieve the bad existing conditions, but it seems the time is here now when we must adopt such methods as will stabilize the cost of production along lines entirely new and to some extent that will require dealing with the farming problems separately from all others in the question of foreign immigration.

During the recent war our present law that controls foreign immigration was suspended to such an extent that Mexican labor was brought into this country to assist in making and harvesting our crops. Without this labor it would have resulted in a famine with us. Since the war vigorous influences for and against this labor have been exerted, but the crop conditions have caused the law to be allowed to remain suspended so we can relieve the labor situation on the farm to some extent; but a careful survey shows that farming interests are in distress for suitable labor. These Mexicans have been hired off of the farms at fabulous wages and put at other work, creating a class of undesirables and putting inferior labor in active competition with our country's best labor element.

However, some good may come. The present foreign labor and immigration law can remain, or be improved and made more strict, at the same time amended by adding a clause which would provide that for agricultural or farming purposes exclusively foreign labor will be permitted to come to our country under a special liberal law: physical and mental examination; experience in farming; must be employed at farming and register every six months with our Federal Employment Bureau, and carry a card showing full identification and photo, where employed, etc. They could change from one to another farm, or rent land for their own account, but must be deported if they go into any other class of work. These immigrants not to become voters or citizens, but farmers coming to the United States to better their condition, knowing they are not to vote and must remain farmers. I am advised that proper legislation would result in a speedy relief to the farm labor situation. The union-labor element would not have them in competition, but would enjoy the fruits of lessened cost of production of essentials.

If any of these farmers developed a desire to become voting citizens, their ambition could be satisfied by their leaving our country and coming back under that other part of our law as now exists.

To you it is not necessary to go into all the phases of such an effort to re-man our farms. Many fine young men who did credit to themselves in our army tell me they much prefer to farm, but not if they must confine their ambition to what they can personally produce with only their own labor, and that the wages now being demanded on the farms by common hands, being based on union labor hours and wages, make it impossible for them to succeed on a farm. Much of our best land is not cultivated now, owing to shortage of labor. The move to secure foreign farmers would not influence any other labor conditions except it would tend to lessen cost of food and clothing.

My information does not show me any cause why such legislation could not be framed along sound lines that would be immensely beneficial.

If you would give the subject study, and then, if you approve, you frame a law that could go to the proper committee in Congress for study.

HARVEY T. D. WILSON.

### General Crop Conditions in Texas Are Good—Car Shortage Continues.

Austin, Texas, May 31—[Special.]—Crop conditions in Texas have been greatly improved by recent general rains, although in some parts of the State, especially in North Texas, the precipitation was excessive and did much damage to corn and cotton. What replanting was found necessary is being rapidly done. It is stated that there is ample time still for the growing of these crops where they were replanted.

Reports show that cotton is at least three weeks late, but for the most part the fields are clean and growing conditions are favorable. It is estimated that in the older cotton growing areas the decrease of acreage is approximately 15 per cent under that of last year. This is made up in part, however, by the big increase of cotton acreage in West Texas where vast tracts of ranch lands have been brought into cultivation this season for the first time. Although much furor has been raised over possible depredations by the pink boll worm, cotton planters themselves show little apprehension of much damage being done their crops from this new source.

The corn crop is well advanced in South and Central Texas and an unusually good yield is regarded as practically assured. The same is true as to all forage crops.

There is a big decrease in acreage of oats and the yield of that small grain will show a very large falling off as compared with last year.

In the Panhandle region and North Texas the wheat crop is in prime condition. Its prospects have been greatly enhanced by recent rains. The wheat acreage, however, is much below that of last year and the total crop yield will perhaps not exceed 20,000,000 bushels.

All lines of agricultural interests are suffering for lack of cars with which to move their shipments. In the truck growing area of South Texas the demands for refrigerator cars were met reasonably well, it is stated, and no heavy losses were incurred through delayed shipments. This movement is now practically over and the land that was devoted to winter truck crops is being planted in cotton. Millions of bushels of wheat and sorghum grains in West Texas are still lying sacked in the open, awaiting cars in which to ship to market.

Livestock interests are in prosperous shape. The range affords a much better pasturage than usual and many ranches which were depleted of their livestock during the long period of drouth are being rapidly brought up to carry their full quota of range animals.

In some towns lumber prices have been materially marked down and this is taken in some quarters as an indication that there may be a general decline of the cost of building materials very soon. Building activities are showing no sign of any mid-summer dullness. On the contrary there are more building projects on foot now than at any time for several years. This is true not only as to the larger cities but in the smaller towns throughout the State.

Several important new railroad projects are on foot, and it is also proposed to extend a number of the older existing lines. The fulfillment of these projects, however, depends altogether on the ability of the men interested to finance them. It is generally recognized that Texas is greatly in need of more railroads. There has been a wonderful influx of people to the western part of the state during the last several years and an enormous tonnage of agricultural products has been created without corresponding additions to the transportation facilities.

### San Antonio to Have \$1,500,000 Bank Building.

A 14-story bank and office building costing \$1,500,000 is planned at San Antonio, Tex., by a banking institution being organized there with \$2,000,000 capital by A. S. Whitten. The architect is Leo M. J. Diehlman of San Antonio.

An eight-story office building costing \$500,000 will be erected in Tampa, Fla., by Maas Bros. of that city. The architect is F. J. Kennard and the contractor G. A. Miller, both of Tampa.



## Cotton Discussed in Poker Terms

[The homely wit of Mr. Wyatt Yarbrough, Powhatan, La., in discussing cotton questions, of which the readers of the Manufacturers Record have had some samples in the past, again bubbles forth in a letter to the editor of a cotton and cotton oil paper in Texas, but as the Texas paper did not agree with Mr. Yarbrough's views and returned his letter, he sends it to the Manufacturers Record with the request that we publish it.

From the standpoint of typewriting it is a rather bad job, but Mr. Yarbrough explains this on the ground that he does his own typewriting and uses the "hunt and peck system;" a frank confession, for there are many so-called typists in the country who apparently use the same system, judging by some letters that we occasionally receive. The editor of the Manufacturers Record is wholly unacquainted with the meaning of Mr. Yarbrough's poker terms (at least we suppose they are poker terms), but possibly some of our readers may be more fully informed than we are.

In the course of his letter to the Texas paper discussing the cotton situation from the viewpoint of one long identified with cotton growing and cotton handling, Mr. Yarbrough wrote as follows.—Editor Manufacturers Record.]

Have just read your article on the Comer amendment to the Cotton Futures Act, in which you call on every reader to write to his Congressman and Senator asking them to use their influence to kill the act.

I am just back from Washington, and from my observations gained from talks with a few Senators and Congressmen, I am satisfied that the interests that are in favor of the chalk mark seller having a contract that he can deliver anything on, from dogtail, linters and everything else that is baled and called cotton, have got in their work, and things look pretty good to them.

You make some good points on what you say as to wide differences on low-grade cotton and cotton that is tenderable on contracts. But I have stood on the floor of the exchange in New Orleans and seen the various kind of dope put out to depress the market, and very little to bull it. I was on the floor, I think, in April of 1918, when the market was on the toboggan, and all of a sudden it started down again. I asked the cause, and was pointed to a telegram that stated that a bill had been introduced in Congress to fix the price of cotton at 20 cents by some Congressman from Cleveland.

It afterwards developed that Mr. Levy, chairman of the Agricultural Committee, had also introduced a bill to fix the price of cotton at 40 cents. Why wasn't this put on the bulletin board? You have not forgot what the chalk mark sellers did to the market in September, 1917, on the strength of what some members of a cotton price-fixing board said they thought they would do with the price. They refused point blank to deny in print what they said when a delegation from Texas called on them and asked them to deny it.

I understand that the head of the board was approached about three weeks after the board was appointed by a reporter and asked what was contemplated in regard to fixing the price of cotton. He answered that he didn't see any cause to interfere as long as the market was acting like it was at that time. It had broke about \$40 a bale, I think.

The truth of the matter is that the stock exchanges, the grain exchanges and the cotton exchanges are all run as much as they can be for the benefit of the short seller. Witness the scandal in the New York Stock Exchange today because a bunch of short sellers were caught on Stutz Motor stock. See what the New York Cotton Exchange did with March cotton last month. They announced to the world that the limits would be taken off from the 22d to the 25th, I think. This was done because the public was led to believe there was a March squeeze on, which there was, and the action was taken to call the lambs into the market on the long side. They can, I imagine. The market had a sensational advance for one day. And I guess the parties that were being squeezed and the squeezer got together in an office that night and settled their differences, and the next day they went after the lambs and they got all that was in sight.

I talked with a gentleman yesterday that ran a flour mill for years. I asked him if the contract grain market was of any benefit to him as a miller to buy his future grain supply. He answered that it was not, as they could deliver grain that his mill could not mill. The same thing was true of the old cotton contract, and my candid opinion is that the reason there is so much unspinnable cotton carried on the books today is because the short sellers are still in hopes of catching the country napping and getting the old contract back. And when that happens you will see some real break in the market.

For the last analysis of chalk mark board as it is run today, my opinion is that the broker who holds the kitty in the game wants just as many marks sold as he can, for he gets something like \$15 for every 100 marks sold, and all he is out is a little lung power and a limited knowledge of the sign language. I have never heard a cotton factor who makes his off spot commissions ever speak of the mob that buys and sells chalk marks as anything else but a bunch of gamblers. And a lot of them will not go on the floor themselves to handle contracts for their customers. They turn the orders over to someone else.

I had a few bales sold one day while I was on the floor, and I kept back of my agent from the time he left me till he came back and reported the sale made. I couldn't tell myself when it was done. And I have always been told that it was next to impossible to prevent wash sales on the floor, and believe it now. Along the line of the gambler on the floor, I will quote something I heard my father say in regard to the fraternity. He was a celebrated poker player before the Civil War in a gentlemanly way. He said that all honest gamblers were broke gamblers.

I have read all that you had to say in the past about who puts the price of cotton up, and you call attention to what happened to the market when the cotton exchanges closed when Germany broke out of the reservation and the world blew up over night. This was about all they could do under the circumstances. There is a class of short sellers that have been encouraged to sell the market on every excuse. They sell whenever they get a report of a rain in the deserts of Texas, once in four years. They sell if some African chief runs amuck. He may not have over a dozen followers, armed with spears and clothed in breech cloth. The market is sold, though, as his action disturbs the peace of the world. If a Mexican down in Mexico kills a good United States citizen, our peace with Mexico is disturbed and the market is sold. Mexicans have been killing United States citizens ever since I was a boy, and I am gray-haired now, but nothing has ever happened except that a lot of printer's ink has been wasted in note-writing. But it is good bear dope on the cotton exchange.

With this condition facing the people that had money borrowed on cotton, and the spinner that had his money tied up in goods and spot cotton, it was up to them to do something to protect their collaterals. About the only thing they could do was to be able to say they didn't know what their collateral was worth, as the exchanges were closed. The powers that be knew there was no way to stop a raid on the market, as there was never anything in the history of the market that gave the short seller such good bear dope.

There is no one today to protect the producer on the chalk mark board, and under the present rules of the exchange, if 100 bales of cotton were offered for sale and there was no one to bid it in, the market would be off \$10 a bale and the cotton crop of the South would be worth \$300,000,000 less to the producer, and the man who held the kitty in the game would have made \$15.

I have never seen anyone prosecuted for "selling" the market, but I think the records will show that Messrs. Brown, Patton and one or two more were prosecuted and fined for bulling the market. And since then it has not looked very healthy for the bulls to pull off a squeeze and carry it too far. See what happened in March. Look into a decision made by a New York court some years back, and you will see that they decided that the chalk-mark seller, and buyer, for that matter, were engaged in a gambling transaction, and for that reason they had no standing in the

courts. This came about by some man in Texas suing the Western Union for failure to deliver a telegram to his broker in New York. This was a stop-loss telegram, and the failure to deliver caused him to lose several thousand dollars. The suit followed, and the Western Union failed to pay the loss for the reason above mentioned.

Try to buy or sell some chalk marks, and you will find you have to put up your ante before you are allowed to get in the game, as no gambling game has any standing in the courts.

The Comer amendment is for the best interests of the producer of cotton, for he has no one to represent him on the chalk mark board. So our best shot is to make the seller sell something that has a real spinnable value to it, and possibly the spinner will step in and buy some chalk marks whenever they are put on the bargain counter by the short seller.

If we have to have hedge sales, what is the objection to having a hedge market which makes it compulsory on the buyer and seller to say what grade of cotton they are hedging on? They know what grade of cotton they want if they are spinners. And if they are spot holders, they know what grade of cotton they hold.

Better think a long time before you try to answer above, or you might get yourself tangled up like an ex-president of the New York Cotton Exchange did when he tried to answer my question at the World's Cotton Conference at New Orleans as to why, if it was so essential to have a hedge market, and there was only a 15,000,000-bale crop to hedge, there were possibly two or three hundred million bales of chalk marks sold against it?

The answer was easy, but the more he tried to answer it, the worse he got tangled up, and I am sure the holder of the "kitty" decided they had a bad witness on the stand.

I have no faith in our so-called cotton specialists on the marketing of cotton, who claim that the chalk-mark board is essential to the grower to get a fair price for his cotton.

Compare the coffee market with the cotton market at the close of the war. Both had about one-half of the world closed to them during the war. When the war ended the markets of the world were thrown open to them. What happened? Coffee started up and doubled itself in price in a short while. Today it is about three times as high as it was at the close of the war.

What happened to cotton? The dope sheet writers that fill a good part of your paper with so-called cotton letters started out writing bear letters. And in a little while an outsider that didn't know any better would have come to the conclusion from reading them that the only way for cotton to have a market was for the World War to keep on, so the cotton raiser could sell his cotton to the Government to use as a winding sheet around our dead heroes. The cotton interest was in the hands of its friends (?), the chalk-mark seller, while Brazilian coffee is recognized by its government as essential to the welfare of the country, as it is the only commodity that helps to keep their trade balance. They get financial assistance from some of the powers that be in New York and control the price for the benefit of the coffee raiser.

Cotton keeps the balance of trade in favor of the United States, but our financiers, our laws and everything else seem to be based on the fact that the cheaper we sell it to England, Japan, Germany and the rest of the world, the better off the United States will be. The cotton mill operator's dwelling-house is a palace in comparison to the average home of the cotton raiser, and statistics a few years ago showed the mill operative to be the poorest-paid laborer in the United States. The cotton raiser has never figured as a laborer. He is the most shining example in the world today of the individualist that believes in going it alone, regardless of what his neighbor is doing across the fence.

The chalk-mark seller has worked him to a finish, and for years the South was giving its land as landscape for the privilege of raising cotton.

I am willing to admit that there are a lot of so-called gentlemen in Washington claiming to represent the farmers of the South that are protesting against the Comer amendment, but their connections are a fake.

I was shown one letter signed by a farmer that lives about 20 miles from me. He used some impressive letterhead with a farmers' association tied to it. That gave you the impression that he was the head of a big farmers' union. But, as a matter

of fact, Louisiana today has no live farmers' union, and has not had one for 30 years.

They had a good one once, but all of its energy was spent in trying to buy goods cheaper and paying no attention to what they got for cotton, except to grow. They got into the mercantile game and the bankrupt court saw their finish. One of my older brothers was a shining light in the organization.

I have lived in a cotton country for 40 years, and the kitty holders have had a fair show to prove that they are able to help the cotton grower to a better living condition. They individually are very prosperous, as they get theirs—big crop, little crop, high price or low price.

The average cotton grower that dresses in blue overalls and lives in a shack that the kitty holders wouldn't stable his cow in, much less his high-powered, high-priced car, knows about as much about how the price of cotton is manipulated as a prize-winning hog knows about holidays.

He is in the position of the negro commissioner at an election that was held in this part of the country during reconstruction days, in which the ballot box was switched on him. When the votes were counted and they didn't come out like he expected, he said: "Gentlemen, I don't know how you done it, but you shore done it."

The cotton raiser knows he ought to get more for his cotton. He doesn't know how they do it, but they take it away from him at less than it costs him to raise it, and promise him a better crop next year. They always lay our troubles to short crops, and not to the price.

The American Cotton Association is offering us a new deal, and if we look back and see what the Kentucky tobacco grower has done to better his living condition by getting together with his neighbor over the fence, we will see that it is feasible. All we have to do is to join the Association and obey orders.

WYATT YARBROUGH.

Powhatan, La.

### **Urgent Need of Cars for Panhandle Grain Crop of Last Year, Not Yet Marketed Because of Lack of Transportation.**

Austin, Tex., May 28—[Special.]—In a recent telegram to the Interstate Commerce Commission, the car-shortage situation in Texas is explained by the Railroad Commission. Particular reference is made to the need of cars with which to move the grain crop of the Panhandle region. The telegram says:

"Generally speaking, Texas conditions, while not normal, can be gotten by with some notable exceptions—that the Panhandle & Santa Fe has 2600 cars bulk grain to move, part of which is on ground and damaging. Urgent cars be furnished suitable bulk grain loading to handle the grain before new crop harvested. Fort Worth & Denver, 750 cars bulk grain, some of which on ground. Need help with additional cars to move before new crop.

"At Galveston port 2600 cars grain unable to unload account elevators being full. This caused by lack of vessels to ship grain already sold. We urge your vigorous efforts with Shipping Board and British Embassy to secure additional vessels allocated to Galveston for moving this grain, thus releasing this large number of cars, which are in condition for bulk grain loading. British bottoms much desired. Railroads threatening embargo against grain to Galveston unless situation speedily relieved.

"Account vegetable and watermelon movement Southwest Texas, beginning in about two weeks, need approximately 2000 ventilated cars; 200 in sight, principally San Antonio & Aransas Pass Railroad, whose equipment fitted for this traffic on foreign lines unable to get return. Need your assistance at once, otherwise great loss will result. Vegetable growers in Rio Grande Valley greatly in need of express cars. Some Texas lines have few more box cars than absolutely necessary, but these being sent to other congested territories. Many Texas lines renting power. On the whole, outside of conditions named, our opinion is Texas can handle situation at present."

# Our Postal System Needs Reconstruction

POSTAL EMPLOYEES SHOULD RECEIVE JUST RECOGNITION OF THEIR SERVICES TO THE PUBLIC.

By GEORGE ROSENBERG.

Having been for 29 years one of the postal workers I naturally feel keenly for them. In full justice to the Postoffice Department at Washington, I cannot hold it entirely to blame for the conditions existing, because the Postal Service has never been co-ordinated on a purely business standard. The whole Postal System needs reconstruction. The subject must be approached with a will to make a thorough house-cleaning affair of it once and for all. No spasmodic efforts will gain any material or lasting improvements. To my mind a commission composed of postal experts and men of large affairs and experience should be appointed by the President or the Postmaster-General—men of the type of Judge Gary or Charles M. Schwab.

The Postal Service is in every sense a public service, and every man, woman and child in this fair land is personally concerned in its success. A circular should receive as prompt delivery as a letter. The life of business depends as much upon a circular as upon any other means of business communication. Publications entered as second-class matter printed and circulated should receive prompt handling and delivery; also newspapers and periodicals of a distinctly news value. Publications of this class are the bulwark of the nation, and the business life of the country must suffer serious loss and inconvenience in proportion to the delay effecting the receipt of trade or technical periodicals upon which an industry depends for its inspiration or advice as to market and trade conditions.

Disintegration is the natural result of lax or careless methods. Constant watchfulness and constructive policies are bound to build up. False conceptions and false economies must prove disastrous. As the MANUFACTURERS RECORD has always been a factor in the upbuilding of trade and commerce, so it may now appropriately do its share toward the upbuilding of the Postal Service.

The Postal Service is the barometer by which one may measure the success of a nation.

The business losses throughout the country resulting from inefficient mail service are tremendous. If an inventory were made, no doubt the losses would total many millions of dollars in the course of a year.

In very few governmental departments has there been so much loyal effort and hard labor entailed as in the Postal Service, both on the part of officials and the rank and file of employees. This more from a sense of pride and responsibility to the public than from mercenary considerations. The salary of postal workers has never been fully commensurate with the requirements of the service, and men have stuck year after year hoping and praying for the time when a better understanding of their hardships and their working conditions would dawn upon the Congress of the United States, who, when all is said and done, is the arbiter of the postal employees' welfare.

While the salaries of postal employees have been increased from time to time, yet they have not reached the point where it is possible for a postal worker to properly feed and clothe himself and family and meet all the obligations of family ties and home life. It is only by the most frugal management that a postal worker can get by without running into debt. Uncle Sam should be a fair-minded and generous employer, and, while insuring a square deal to the postal employee, should be in a position to insist upon a square deal in return.

The Postal Service during normal years was fairly efficient. There seemed to be less dissatisfaction on the inside and less expected from it, comparatively speaking, from the outside. The users of the mails had not yet keyed up their business organization to the point of perfection which has followed as a result of the preparedness for the war and the pursuit of the war. As they progressed with the activities incident to the war, and speeded up operations, they became less tolerant of delays in deliveries of material by express and freight and particularly less tolerant with the United States Postal Service.

The United States Postal Service was the only postal service of the belligerent countries in the world war which did not break

down. In many of the countries the service broke down completely, and some have not yet recovered anywhere near their normal status. During the recent strike in the railway and express service, when all shipments were refused by express companies and freight cars were not turning a wheel, the postal establishment was the only salvation for shippers, and the parcels post, which has been so much abused and criticised, was eagerly availed of, much to the demoralization of first, second and third class mails.

At the City Hall Station of the New York postoffice in one day there were received by parcels post, in addition to regular parcels, 3400 crates of eggs, each crate weighing 55 pounds; 600 tubs and cartons of butter, 100 drums of cheese, 540 baskets of beans and 2300 baskets of mushrooms.

Not a single piece of mail matter which normally was entitled to transmission in the mails was refused.

On account of the growth of the nation and the wonderful expansion of manufacturing and business activities, the growth of the postal service has been correspondingly great. The Postal Service must of necessity keep up with the natural progress of the nation.

In all large business centers the postal facilities are more or less inadequate. If the enormous growth of the Postal Service continues, and there is no reason to believe that it will not, the amount of mail handled in New York city, for example, will practically be doubled within the next three years. The same is true in Chicago and in many other large business centers.

To give an idea of the activities of the New York postoffice, the following statement is submitted:

## THE NEW YORK POSTOFFICE

|  |                 |
|--|-----------------|
| Has 53 classified stations and 262 contract stations.                          |                 |
| Employs 12,000 people.   |                 |
| Receives and delivers 15,000,000 pieces of ordinary mail daily.                |                 |
| Receives and delivers 50,000 pieces of registered mail daily.                  |                 |
| Weights and dispatches 650,000 pounds of newspapers and periodicals daily.     |                 |
| Finds \$140 in money daily enclosed in dead letters.                           |                 |
| Receives \$40,000 annually from sale by auction of undeliverable parcels.      |                 |
| Receives 2000 removal notices daily.   |                 |
| Handles 325,000 pieces of misdirected mail daily.                              |                 |
| Finds owners of 300 unaddressed parcels daily.                                 |                 |
| Receives 40,000 pieces of mail daily without street address.                   |                 |
| Supplies 25,000 pieces of mail daily with correct address from city directory. |                 |
| Collects \$146,000 in postage daily.   |                 |
| Receives and disburses \$750,000,000 annually.                                 |                 |
| Issues money orders for \$28,000,000 annually.                                 |                 |
| Pays money orders for \$135,000,000 annually.                                  |                 |
| Has on deposit in postal savings \$42,000,000.                                 |                 |
| Has 160,000 postal savings depositors.   |                 |
| Postal receipts for year ended June 30, 1919.....                              | \$43,821,165.97 |
| Postal receipts for year ended June 30, 1918.....                              | 39,282,843.07   |
| Increase, 11.52 per cent.....  | \$4,538,321.98  |
| Average daily increase, \$15,000.  |                 |

The four superintendents who have the management of this vast business receive less than \$4000 a year each, and most of the employees receive less than \$30 a week. Hod carriers and wagon drivers are better paid than many postal clerks.

The Postoffice Department at Washington is fully alive to the necessity of providing increased facilities in the larger postal districts of the country, and in a recent interview with the First Assistant Postmaster-General (Hon. John C. Koons) the writer was informed that the department is willing to expend \$25,000,000 in New York city and proportionate sums in other large cities where the exigencies of the service and the lack of facilities warrant it. Of course, all moneys are appropriated by Congress, and much of the criticism directed against the postal establishment is due to a lack of understanding and co-operation of the Congress of the United States, and yet the Postoffice Department is partially to blame because of the practice which has grown up in it for many years to be very conservative in its estimates and in its recommendations, the desire being to keep the cost of the postal service down to the lowest possible figures.

The Postoffice Department as organized can and does take care of the normal demands made upon it, but the department has been



beset since the beginning of the war with staggering problems. For instance, 30 per cent of the personnel of the Postoffice Department enlisted or was drafted into the armed forces of the United States. This 30 per cent in reality represented 50 per cent of the youth and mental energy of the Postal Service. The men who remained in the service would gladly have gone with their comrades to the front. However this could not be, but they made up the deficiency of the service by loyalty and faithfulness. The old postal employees had to work with redoubled zeal to keep up the good record of their respective branches of the service, and after putting in a hard day's work, their loyalty and patriotism spurred them on to sell Liberty Bonds, War Saving certificates and Thrift Stamps, so that the finances of the country could keep up with the demands made upon them.

From the beginning of the war, recognizing that the postal establishment had a wider and more extensive organization than any of the executive departments, successful effort was made by the Postoffice Department to meet the many demands of other Government establishments by assisting to the full extent of its ability and facilities and to expand its organization as a necessary war measure in order to co-operate fully in the accomplishment, aim and objects of the other branches of the Government in promoting the war program. Among the most important activities not connected with the mail service, which were placed upon the postal establishment during the past three years, were:

The establishment and maintenance of mail service for the military forces in the United States and abroad; the operation of the telegraph and telephone system; the transportation and delivery of tens of thousands of tons of mail for the various war agencies; the administration of the provisions of the espionage and trading with the enemy acts; the registration of enemy aliens and the listing of enemy-owned property by postmasters; the reporting of disloyal acts and utterances; the use of postoffice inspectors in furnishing information to the intelligence service of the Army and Navy and to the departments of State and Justice, and the distribution of over 20,000,000 questionnaires of the first and second selective drafts. The successful conduct of the war rendered it imperatively necessary that these questionnaires be quickly dispatched. Each questionnaire had to be handled five different times. This imposed upon the postal establishment a tremendous volume of mail and a grave responsibility for the quick and efficient distribution thereof.

The use of postoffices as recruiting agencies for the Army, Navy and Marine Corps, and as employment agencies for the Department of Labor.

The issuing of export licenses and furnishing income tax information at postoffices.

The use of postoffice lobbies for posting public bulletins as to various war measures and activities.

The use of the postal organization in connection with the nationwide fuel and food conservation campaigns, also in connection with the sale of Liberty and Victory Bonds, War Savings, Thrift and Revenue Stamps, and practically every other activity and patriotic endeavor intended to aid in successfully prosecuting the war.

Postmasters and postal employees generally have responded cheerfully to these numerous demands upon the extraneous duties required of them, evidencing at all times a noteworthy spirit of loyalty and patriotism. The Postal Service as a whole is credited with 83 per cent of the total amount of sales of War Savings Stamps. Furthermore, the personnel of the service subscribed to their limit to the various Government loans, as well as contributing liberally to the funds to carry on the social and welfare work in the armies and camps.

How can the individual business man help to make the service better? There are many things he can do. To illustrate:

John Doe, doing business in a large city, thinks he is some pumpkin, and that everybody in the U. S. A. should know that mail addressed to him without street and number would reach him as a matter of course, but it frequently happens that in his own community there are other John Does, so his mail reaches him late, and he blames the Postal Service. Even mail addressed simply with a street name (without street number) may be sent to a station of a postoffice from which it cannot be delivered, and such mail must be returned to the general postoffice and again dispatched to another station for delivery, hence delay, all of which would be avoided by always giving the correct and complete address. All stationery of business concerns should bear the com-

plete address. Simply showing the name of a building often leads to errors and delays. Sometimes a name of a building will fit an office building, hotel and apartment building all in the same city, and much valuable time is consumed in postoffices in looking up addresses all of which could be utilized to the advantage of quicker delivery service.

The public is altogether too lax in these small details, and expect almost the impossible from Uncle Sam.

The business man mailing large quantities of circular matter, catalogues, etc., will dump all his mail into a postoffice in the evening and cause more or less congestion.

He would render a great measure of assistance and materially aid in quicker dispatch of his mail if he would send it to the postoffice at intervals during the day. Matter of this nature should be mailed as early in the day as possible, as most of the heavy mails are transported on night trains.

Many large shippers of mail matter get in touch with their postmasters, and by co-operation with him obtain distinct advantages for their mail. This practice is worthy of emulation.

Large mail-order concerns and department stores have been put to considerable inconvenience and expense, without even ultimately satisfying their customers, and primarily the fault is their own, because the order form which they originally sent out was improperly prepared and did not impress upon the customer the importance of giving complete mailing directions.

#### Railway Mail Service.

The conditions in the Postal Service with which we are now confronted, due to lack of adequate facilities, were as bad or possibly worse during the Civil War and prior to that time, when all the mail was distributed in the larger postoffices and sent in care of men who were then known as route agents who performed no distribution whatever, but carried the mail to a given point, where it was in time again distributed, and matter beyond that point again dispatched, and so on, ad infinitum, until all the mail had been delivered as near its destination as possible, from which point it was transported by any means which presented itself. A letter was sometimes weeks in reaching the addressee.

In July, 1877, the first railroad strike affecting the Railway Mail Service took place, and Capt. James E. White, who had served with distinction in the Civil War from drummer boy to captain, and was at that time superintendent of the Railway Mail Service at Chicago, issued an order reading as follows:

"You are hereby notified that the Postoffice Department contracts with the railroad companies to carry mails over their lines as often as said companies may run passenger trains. Therefore, all passenger trains carrying mails are mail trains, and if such trains are delayed by violence the United States mails are necessarily delayed and the United States postal laws violated. You are further notified that all trains carrying United States mails must not be delayed on any pretense whatever, and parties delaying same will be vigorously prosecuted under the United States laws."

The following figures are quoted simply to give an idea of the growth of the Railway Mail Service and what its development since 1864 has meant to the country at large:

During the fiscal year ended June, 1919, the Railway Mail Service was in operation on 217,873 miles of railroad with 272,413,940 miles of annual travel. There were 8,784,220,700 distributions of first class mail and 6,177,846,279 distributions of second, third and fourth class matter, a total of 14,962,066,979 distributions, exclusive of registered mail by railway postal clerks, an increase of 5.85 per cent over the previous year. The percentage of mail distributed correctly was 99.93 per cent. Of registered matter there were 83,172,682 pieces of letters, packages and cases, 6,700,389 rotary locked pouches, 3,853,978 registered package jackets and 353,159 lead sealed sacks.

Like every other service which is not in itself a revenue producer, the Railway Mail Service receives scant recognition. It is looked upon entirely as an expense, and yet without the Railway Mail Service this great country of ours would not have developed with the wonderful strides which are the pride of the nation. There is no general appreciation of the fact that every individual piece of mail transported in railway postal cars is handled from route to route and that the entire mass is resolved again and again into its component parts to be again combined by constantly changing analyses so as to reach its destination by the

quickest possible connection. Neither is it known that these intricate processes can be accomplished only by experienced postal clerks having a vast and exact knowledge of thousands of post-offices and railway junctions and time-tables. The Railway Mail Service is, therefore, not a freight service or a tonnage service, as some seem to suppose, but, on the contrary, a great system of traveling postoffices in which the railway postal clerks perform all the handling and rehandling of millions of pieces of mail matter in order that the shortest route may be followed and the greatest expedition may be secured.

#### Safeguarding the Lives of Railway Postal Clerks.

During a period of five years prior to the advent of steel postal cars as a result of train wrecks and other casualties of the Railway Mail Service, there were 86 railway postal clerks killed, 496 seriously wounded and 2208 slightly wounded, thus making a total of 2789 postal clerks killed and wounded in five years. This would be a yearly total of 558 persons out of a working force varying at that time from 10,000 to 14,000 men. Great improvements have been made in the last few years in the construction of railroads and in the strength of postal cars, as well as general betterment of the conditions under which railway postal clerks must perform their work. Nevertheless fatalities and serious injuries continue, as they probably must always continue to some extent at least, from the very nature of the business. The hardships and the dangers of the railway postal clerks do not attract special public attention. They are not exploited in the newspapers as would be the story of war or battle where heroism is immediately recognized, acknowledged and rewarded. The patriotism and devotion to duty and the passive heroism of the railway postal clerks are just as deserving of reward as similar deeds which are performed before the eyes of all men.

The department has gone on record many times urging Congress to provide some retirement measure for superannuated employees in the postal service. To dismiss these employees who have been faithful because they have become inefficient on account of increasing age is very hard, yet to continue them in office to the detriment of the service cannot be justified under the law. It is hoped that some legislation of this character will be enacted before the end of the present Congress.

#### Active in Developing Mississippi Valley Delta Region.

Memphis, Tenn., May 24—[Special.]—The Southern Alluvial Land Association of Memphis, directing its efforts at removing some of the old prejudices against the immediate lower Mississippi Valley and to making the possibilities in the region better known, has had a 200 per cent growth since Secretary F. D. Bencke and Field Secretary C. E. Collins started active work a year ago. Chambers of commerce of various cities in the delta region of Arkansas, Mississippi and Louisiana are joining in the work of the Memphis Association, as are many individuals, land-owners, lumbermen, breeders and others.

New members recently taken in include the following: Charleston, Miss., Development Club; Grenada, Miss., Business League; Greenville and Washington County, Miss., Chamber of Commerce; Blytheville, Ark., Chamber of Commerce; Business Men's League of Helena, Ark.; Greenwood, Miss., Chamber of Commerce; Southern branch International Harvester Co.; Otis & Co., Cleveland, O.; H. R. Farrell, Forrest City, Ark.; O. M. Harrill, Houlika, Miss.; W. T. Stautz, Opelousas, La.; Kellogg Lumber Co., J. E. Stark & Co., Delta Land Co., Stimson Lumber & Veneer Co. and John Wade & Sons, all of Memphis.

#### Southern Industrial Activities During May.

General industrial and building progress throughout the South continues to be active. Nearly every character of enterprise connected with manufacturing from Southern raw materials is being announced for establishment, and many existing enterprises are determining plans for increasing facilities. There are also being reported many thousands of buildings not directly connected with industrial pursuits. During May the MANUFACTURERS RECORD presented 4383 industrial and building items containing the essential details of many plants to be established or enlarged, besides

buildings for other than industrial purposes. There were 1830 industrial development items, 1323 building reports, 19 items of railroad construction, 535 of financial organizations, 588 items of prices and information wanted on many different classes of products, including 12 from foreign countries.

Coal mines, oil mills, drainage systems, electric plants, flour mills, foundries, hydro-electric developments, lumber mills, railway shops, road and street construction, textile mills, water-works, etc., were among the industrial developments. Apartment-houses, bank and general office structures, churches, city and county buildings, courthouses, hotels, railway stations, schools, theaters, warehouses, etc., were among the many buildings.

The May items (not including buildings costing less than \$10,000 and numerous industrial enterprises of a minor character, but which in the aggregate represent a large investment) are summarized in the following table:

|   | Totals            |  |
|---|-------------------|--|
|   | for Jan.,<br>May. | Totals<br>for Jan.,<br>Feb., Mar.,<br>Apr., May. |
| <b>Industrial Developments.</b>             |                   |  |
| Airplane Plants, Stations, etc.             | 6                 | 13   |
| Bridges, Culverts, Viaducts.                | 65                | 229  |
| Canning and Packing Plants.                 | 20                | 92   |
| Clayworking Plants                          | 22                | 153  |
| Coal Mines and Coke Ovens.                  | 89                | 356  |
| Concrete and Cement Plants.                 | 6                 | 44   |
| Cotton Compresses and Gins.                 | 41                | 163  |
| Cottonseed Oil Mills.                       | 6                 | 28   |
| Drainage Systems                            | 17                | 72   |
| Electric Plants                             | 69                | 462  |
| Fertilizer Factories                        | 19                | 84   |
| Flour, Feed and Meal Mills.                 | 22                | 188  |
| Foundry and Machine Plants.                 | 83                | 416  |
| Gas and Oil Enterprises.                    | 86                | 551  |
| Hydro-Electric Plants                       | 6                 | 32   |
| Ice and Cold-Storage Plants.                | 34                | 324  |
| Iron and Steel Plants.                      | 4                 | 22   |
| Irrigation Systems                          | 10                | 10   |
| Land Developments                           | 30                | 94   |
| Lumber Manufacturing                        | 95                | 484  |
| Metal-Working Plants                        | 18                | 94   |
| Mining                                      | 25                | 140  |
| Miscellaneous Construction                  | 27                | 131  |
| Miscellaneous Enterprises                   | 111               | 627  |
| Miscellaneous Factories                     | 184               | 1,266  |
| Motor Cars, Garages, Tires, etc.            | 100               | 1,108  |
| Railway Shops, Terminals, Roundhouses, etc. | 9                 | 21   |
| Road and Street Construction.               | 280               | 1,391  |
| Sewer Construction                          | 69                | 319  |
| Shipbuilding Plants                         | 4                 | 28   |
| Telephone Systems                           | 24                | 80   |
| Textile Mills                               | 54                | 416  |
| Water-works                                 | 86                | 407  |
| Woodworking Plants                          | 59                | 376  |
|   | 1,830             | 10,221   |
| <b>Buildings.</b>                           |                   |  |
| Apartment-Houses                            | 49                | 291  |
| Association and Fraternal.                  | 54                | 241  |
| Bank and Office.                            | 106               | 557  |
| Churches                                    | 138               | 682  |
| City and County                             | 33                | 136  |
| Courthouses                                 | 14                | 56   |
| Dwellings                                   | 242               | 1,796  |
| Government and State.                       | 12                | 92   |
| Hospitals, Sanitariums, etc.                | 63                | 238  |
| Hotels                                      | 48                | 313  |
| Miscellaneous                               | 46                | 237  |
| Railway Stations, Sheds, etc.               | 6                 | 32   |
| Schools                                     | 262               | 1,192  |
| Stores                                      | 144               | 836  |
| Theaters                                    | 34                | 212  |
| Warehouses                                  | 72                | 408  |
|   | 1,323             | 7,320  |
| <b>Railroad Construction.</b>               |                   |  |
| Railways                                    | 17                | 160  |
| Street Railways                             | 2                 | 13   |
|   | 19                | 173  |
| <b>Financial.</b>                           |                   |  |
| Corporations                                | 104               | 840  |
| New Securities                              | 431               | 2,247  |
|   | 535               | 3,087  |
| <b>Machinery Wanted.</b>                    |                   |  |
| Machinery, Proposals and Supplies Wanted.   | 588               | 3,483  |
| <b>Fire Damage.</b>                         |                   |  |
| Fire Damage, etc.                           | 88                | 745  |
| Totals.                                     | 4,383             | 25,028   |

Construction on the new \$1,000,000 Cotton Exchange building for New Orleans will begin at once. Contract has been awarded to the Selden-Breck Construction Co., St. Louis, Mo. The architects are Favrot & Livaudais of New Orleans.

## REMARKABLE WILD-CAT WELL BEING DRILLED IN LOWER RIO GRANDE SECTION.

### High Oil Prices a Stimulus to Increased Production.

Austin, Tex., May 29—[Special.]—Close to the Rio Grande and within a few miles of the mouth of that international boundary stream there is being drilled one of the most remarkable wildcat oil wells in the United States. The prospector is Neils Esperson of Houston, who is known to the petroleum industry as the "King of Wildcatters." This particular well is to be drilled to a depth of 7500 feet if necessary as a means of giving that part of the lower border region a thorough test for oil. The derrick which sets over this hole is said to be the tallest and largest ever built. All of the equipment is of special make in order to obviate the difficulties that may be met with. The hole at the surface is 30 inches in diameter.

Mr. Esperson has the distinction of acquiring a big fortune by bringing in producing wells in abandoned fields. In one well that he put down on a lease which had proved dry so far as previous wells were concerned he struck a new pay-sand, and production from this well netted him \$1,600,000. He had the record of taking hold of abandoned leases in the Humble field of Texas, where he drilled 100 producing wells, finally selling these wells for \$6,000,000. It is asserted by practical oil men that Mr. Esperson has an uncanny way of succeeding in obtaining oil where no one else seems, in the first instance at least, to be able to get it.

It is his theory that the same oil sands from which the great gushers of the Tampico, Mexico, region are obtained exist in the lower border country of Texas, and that by drilling a hole 6000 to 7000 feet this stratum of production may be encountered. Mr. Esperson said that, irrespective of whether he meets with success with the first well, he will drill two more on the gamble that oil will be found in that locality.

With the subsiding of the oil excitement and wild speculation that characterized the earlier development of the North Central Texas fields more attention is being given to the protection of existing wells, and to a revival of production in many wells that were at first thought to have been exhausted.

In the Desdemona field many wells that were abandoned when the production became too small to be profitable have been cleaned out and are again showing good profit. It has been found that by deepening some of the played-out wells there new sand was struck and profitable daily flows obtained. As a result of these operations the daily production of the Desdemona field shows some increase, with prospects that it may become larger as the work of reviving the old wells goes on; the daily average is now about 14,000 barrels.

In Stephens county, where there is probably more activity in well drilling in proved areas than in any other district, there is a total daily production of approximately 50,000 barrels, which is an increase of about 8000 barrels over what it was the middle of May.

The daily pipe-line runs of the Burkburnett, Kemp-Munger-Allen, Holliday and Petrolia fields, all in Wichita county, are now around 105,000 barrels a day. The Kemp-Munger-Allen pool has become well established, and operators say that it is only a question of completing wells to bring up the production there to much larger figures than at present. This field has widened considerably recently, and there is much drilling going on in contiguous territory.

The daily production of the Ranger field, including adjacent pools, is approximately 42,000 barrels. In this district also many wells are nearing the pay-sand, and prospects are favorable of increasing the output to something like it was a few months ago.

Comparatively few of the smaller independent companies are doing much in the way of developing new production. The industry is coming more and more into the hands of the larger operating companies. The merging process of the smaller interests still continues. It is noticeable, however, that most of the wild-cattling, especially in the localities far removed from present production, is done by smaller companies. In all of the wild-cat territory, however, the big corporations are well protected by lease holdings in event petroleum discoveries should be made.

The Gulf Production Co., The Texas Company and The Sun Company are among the big concerns that have added largely to their production during the last several days in the light crude fields of North Central Texas.

That lease values, however, have not declined to any marked extent is shown by prices that have been paid recently for holdings of this character. The Kansas & Gulf Oil Co. has purchased a 20-acre lease in Wichita county from the Emerich Oil Co. for \$1,000,000. The purchasing company was recently incorporated with a capital of \$15,000,000. H. L. Mourer of Chicago is president. It is stated that most of the stock of the company is owned by wealthy lumber manufacturers.

In the heavy crude fields of the Gulf Coast region of the State the production continues to show a slight increase. The daily output of the West Columbia field is approximately 24,000 barrels, with the Humble Oil & Refining Co. leading with 14,000 barrels; The Texas Company, 6000 barrels; The Gulf Production Co., 5000 barrels; the Crown Oil & Refining Co., 800 barrels. The Hull field now has a daily production of about 8000 barrels. In this field the Gulf Production Co., the Humble Oil & Refining Co., the Monarch Oil & Refining Co. and the Crown Oil & Refining Co. are the principal producers. The daily production of the Goose Creek field is around 12,000 barrels. In the Humble field The Texas Company has brought in a new well with a flow of 4000 barrels a day. This is considered a remarkable strike in view of the age of that producing locality.

With heavy crude oil selling under contract for \$3.50 a barrel, the incentive to increase production as rapidly as possible by the different companies is very great. This has stimulated wild-cattling to an unusual degree all through the Gulf Coast territory. Fears are expressed, however, by the smaller independent producers of Texas heavy crude petroleum that with the change of government in Mexico and a more liberal attitude toward the American producers in the Tampico region there will be in the near future a tremendous influx of Mexican oil into this country. This would bring about, it is asserted, a sharp decrease in the price of the domestic product.

## Oil Shipping Facilities at Tampico to Be Greatly Increased.

Tampico, Mexico, May 28—[Special.]—Important additions to the transportation facilities of Tampico, in the matter of oil shipments, are assured by the official announcement that the France and Canada Oil Transport Company will put a fleet of vessels in operation between this port and foreign ports, principally in the United States. The company has established offices here with Harry Berliner in charge as manager. The France and Canada Oil Transport Company will purchase and ship petroleum under contract and now has contracts for 12,000,000 barrels of crude oil a year. The company, according to Mr. Berliner, is interested in a terminal which will be constructed across the river from the Auduana, consisting of six 55,000-barrel steel storage tanks. A fleet of river barges and tugs is now on its way to Tampico. It will be used exclusively by the company in transporting its oil.

The company is owner of the ocean-going tugs Boscobel and Bashford and five barges which will be used in transporting its products from Tampico to New Orleans, Tampa and Galveston. In addition to these vessels it will have four large barges now coming from Bath, Maine; eight barges and four ocean tugs that were obtained from the United States Government to be used in this trade. Four large tank steamships were purchased from the United States Government and are due here the end of this month. They are on the west coast and will come by way of the Panama Canal. Seven additional tank steamships are under construction at Portland, Ore. They are each of 12,200 tons capacity. The latter is the property of the Swiftsure Oil Company, a subsidiary of the France and Canada Oil Transport Company.

The Mexican Gulf Oil Company will have its 65-mile pipe line from the Tepetate field to its terminals at Prieto finished soon. The line is of 10-inch size and parallels the company's 8-inch line completed some years ago. With the completion of this line the Mexican Gulf Oil Company will have two pipe lines to the production in the lower fields, one of eight, the other of ten inches.

Besides these two lines the company has completed two 8-inch



pipe lines from Tepetate to Los Naranjos, which gives it a continuous line of 68 miles from its Prieto terminal to Los Naranjos.

Another 10-inch pipe line is being laid from Tepetate to Toluca and an 8-inch line from Los Naranjos to Amatlan.

Four temporary pumping stations are either built or under construction. At Chinampa and at Amatlan temporary pumping stations have been built. Another is under construction at Amatlan and still another is being erected on the Lopez lease at Panuco.

At Prieto terminal there are nine 37,500 barrel storage tanks and six all-steel 55,000-barrel tanks. Six additional all-steel 55,000-barrel storage tanks will be built at the terminal.

The Mexican Gulf Oil Co. now has facilities for loading tank steamships at the terminal at the rate of 4500 barrels an hour. When the proposed new pumping station at Prieto is built it will give the company a loading capacity of 7500 barrels an hour or 180,000 barrels each twenty-four hours.

Two new screw propeller tugs and five new barges have been added to the Mexican Gulf Oil Co.'s fleet recently which brings its total shipping equipment up to three ocean-going, screw-propeller tugs and nine barges. Seven of the barges are of 5000 barrels and two are of 10,000 barrels capacity.

"By July," said Mr. C. E. Hamilton, general agent for the Mexican Gulf Co., "we should be delivering in Tampico about 2,000,000 barrels of oil each month, every barrel of which we have facilities for exporting."

The recent successful installation of another 4000-foot 10-inch ocean-loading pipe line by the Agwi Oil Co., subsidiary of the Atlantic & Gulf West Indies Steamship Co., at its Tecomate terminal, near Port Lobos, is to be followed by the installation of a third pipe line of the same capacity. The company's new ocean-loading station is now in operation and two cargoes of oil already have been loaded from it. The petroleum comes from the company's wells at Amatlan and are flowed through a 10-inch pipe line to the terminal by gravity a distance of 22 miles. This is the only instance in Mexico where this method of handling the oil is employed. In all other cases the product must be pumped through the lines.

At Tecamote the company's Gulf terminal has five 55,000-barrel steel storage tanks which will be completed by June 1 and is constructing another 10-inch pipe line to the Amatlan production, paralleling the line now in use.

An 8-inch pipe line has been completed by the English Oil Co. from its Rufino lease to the Rivera lease of the company in the Tampuche-Panuco district, where it has a loading dock and one 20,000 and one 55,000-barrel steel storage tank. This is the company's loading station for all its leases, and it expects to start oil shipments shortly.

In the Panuco district the Freeport & Mexican Fuel Oil Corporation has completed its two gathering lines that will bring its crude oil from the producing wells at Camalote and Gonzalez to the main pumping station at Zurita.

At Camalote the equipment consists of three 150-horse-power boilers; two pumps, two 55,000-barrel steel storage tanks and one 20,000-barrel tank. The pipe line from Camalote to Zurita is five miles long and is of 8-inch pipe. The Gonzalez production is brought to Zurita through an 8-inch pipe line one and one-half miles long.

The Zurita station consists of five 350-horse-power water-tube boilers, three pumps, one 55,000-barrel storage tank and three 5,000 barrel tanks.

From Zurita the company is now constructing two 8-inch pipe lines five miles long to a point where they will be merged into one 12-inch line that continues six miles to the loading station, El Barco, on the Panuco River.

El Barco station is equipped with two 150-horse-power boilers, four 55,000-barrel steel storage tanks and three loading wharves.

Dredging work on the terminal basin for the National Oil Co. has been completed and grading for the tank foundations has been started. The company expects to begin driving piles soon and has wired company headquarters in New York that they now are ready for the steel. Erection of the tanks will start immediately upon receipt of the material.

The second of the company's five barges which were recently purchased have arrived in tow of the East Coast Co.'s tanker Torres, loaded with construction material for the new terminal. Regular oil shipments are maintained by the National Oil Co.

## Oil Company to Expend Several Million Dollars for Terminals and Storage Facilities at Galveston.

Galveston, Texas, May 31—[Special.]—According to R. J. Barry, manager of the National Oil Co., that corporation has adopted plans for the construction of extensive terminals and oil storage facilities here for the purpose of handling enormous quantities of Mexican petroleum. He said that several million dollars would be spent by the company in carrying out its expansion program. The company owns its own fleet of tank steamships and barges and is building more vessels in private yards at Beaumont and Orange with a view of having daily sailings between Tampico, Panuco and Galveston by October 1.

Three standard tanks of 55,000 barrels capacity each will be built by the company on the Southern Pacific Railroad property here and pumping, filling and discharging facilities also will be established, it is announced. Loading racks to facilitate the conveying of the oil from the tanks to railroad cars will be a part of the terminal. The tank farm will be enlarged as necessity demands.

The marine works which the concerns will build on the Southern Pacific property will employ several hundred men and it will be one of the largest industries of its kind on the Gulf. Mr. Barry stated. Construction work is to be commenced immediately, as the company already is operating its vessels to this port. When the plans of the concern are put into full operation it will make exclusive use of one of the piers as a discharging terminal.

The National Oil Co. has contracts for supplying oil to several railroads in Texas and other states, among which are the Southern Pacific lines, the International & Great Northern; the San Antonio & Aransas Pass and the San Antonio, Uvalde & Gulf Railroads. Most of the oil will be handled through Galveston, although some of it is being discharged at New Orleans and Aransas Pass.

Private oil terminals and wharves are used by the company both at Tampico and Panuco, Mexico, and it expects to handle all of its oil in its own vessels. All of the vessels now under construction at the shipyards in Orange and Beaumont are to be put into the oil carrying trade. One ship now nearing completion at Beaumont will be put into service by June 1 and by October the company expects to have nine or more tankers and several barges under operation.

Mr. Barry resigned his position as superintendent of the Galveston and Beaumont divisions of the Southern Pacific lines to become manager of the National Oil Company, effective June 1. He will establish headquarters in this city at that time, with a branch office in Houston. Paul Tutschulte will be directly in charge of the company's office and plant in Galveston.

## Transportation the Key to the Food Situation.

LEWIS H. NASH, President Nash Engineering Co.  
South Norwalk, Conn.

The key of all the food situation lies in transportation and distribution.

The farmer gets but a small proportion of what the consumer pays for the product.

Better railroad facilities, better roads, more direct communication between producer and consumer—these are the prime essentials or the people cannot have the advantage of cheap food nor the farmer have the advantage of good prices.

This is the problem toward which the American people must direct their effort.

## New Industries in a Virginia City.

F. PRESTON JONES, Basic, Va.

This town is growing. Several new enterprises have been put under way here within the past year, namely, a plant for making hardwood flooring and interior finish (and I am told that this plant's entire output has been sold North), an organ factory, an overall factory and a seminary for girls.

There is not a vacant house in Basic or Waynesboro, and I am now furnishing for a larger number of buildings under construction than at any time in the past 10 years.

# THE IRON AND STEEL SITUATION

## DISTINCT IMPROVEMENT IN TRAFFIC CONDITIONS IN PITTSBURGH DISTRICT.

### Steel Production Seems to Have Caught Up with Consumption Demand.

Pittsburgh, Pa., May 29.—[Special.]—There has been a notable improvement in traffic conditions on the railroads in the past week. This is the practically universal statement by iron and steel producers, and the statement can readily be accepted at par, for the reason that for several weeks past, or after the first two or three weeks of the rail strike, iron and steel men have exhibited a decidedly cynical attitude toward statements that traffic conditions had improved or were just about to be improved. They were fooled several times and decided they would not be fooled again, but would wait until they were shown.

There is more open communication with various consuming points; the road that was operating most poorly—scarcely operating at all—the Pittsburgh & Lake Erie, is doing distinctly better, and there are better car supplies all around, at coke works in the Connellsville region, at coal mines and at steel mills. Of late the greatest difficulty, from the standpoint of steel producers, has been the shortage of cars. With more cars they could ship more steel, although this would not help certain consumers so situated that they could not be reached. The shortage of cars was due to so many cars being loaded and not moving, and to empty cars not being moved. The Interstate Commerce Commission's efforts, which are chiefly responsible for the improvement in traffic conditions, were directed chiefly to the movement of loaded cars to destination, so that they could be gotten into service again, and to the movement of empty cars to points where they would do the most good, irrespective of ownership or other considerations. There was much talk in the daily press of the commission establishing priorities, but this talk is seen to have been very largely unfounded. The principal instance of a sort of priority being ordered is that of large numbers of empty box cars being ordered west for moving grain. Accordingly, the work now being done is directed toward the relief of the whole traffic situation by reducing the congestion rather than toward the relief of certain consumers by the special movement of some commodities, which might have been effected at the expense of increasing the congestion in general.

Strong suspicions are entertained in some very reputable quarters that prior to the interference of the Interstate Commerce Commission a few of the railroad interests were not exerting themselves to the utmost to overcome the effects of the rail strike. They had, it is asserted, ulterior motives, being willing that the effects of the outlaw strike should be magnified, and that railroad earnings should be particularly low at this time, when the freight rate advance case is under consideration, and when earnings are guaranteed by the Government. The Commission has particularly exerted itself to end such a condition if it existed in any quarter.

In the strike situation itself no great change has occurred. Some additional men have returned to work, but not a great many. It is known that not a few of the "vacationists" have secured employment elsewhere, with the more lucrative wages offered by the industries, but the precise number cannot be estimated. Some of these men, perhaps a large number, are unlikely ever to return to railroading, and new recruits must be found. In iron and steel circles it is the common view, strongly held, that not a few classes of railway employees are underpaid by comparison with the wages paid in the manufacturing industries. Iron and steel men are eminently practical, and they are thinking much less of who may have been responsible for the present condition than they are hoping that the matter will be righted, for transportation is vital to the industries by an equalization in wage rates so that labor shall distribute itself to the employments that are necessary for the general prosperity of industry.

#### Production and Shipments.

Iron and steel production in the Youngstown district has increased, and the district is now operating at nearly if not quite 50 per cent. in pig-iron and crude steel, though at a much lower percentage in finished steel products. In the Pittsburgh district there has been perhaps a slight further increase, but nothing

marked, as the district was already operating fairly well. On the whole, the country's iron and steel production has increased only very slightly in the past week or two, and the rate is hardly above 85 per cent of the rate obtaining in March, that having been the highest rate since October, 1918.

There is such a large accumulation of finished steel, with some steel accumulated in unfinished form, also some pig-iron, that the steel interests are much more concerned at this time as to shipments than as to production. Even with the improvement to date in traffic conditions, the shipments as a whole are not altogether equal to production at the current rate, and thus there is still some accumulating of steel. It is not improbable that within a fortnight or so there will be an even break, to be followed by an excess of shipments over production. It will require a long time for all the accumulations to be worked off, a common estimate being three months. Altogether, there is probably in the neighborhood of 2,000,000 tons in steel that has technically been "shipped," but is stalled enroute and is doing the consignee no good, all the consignee gets being the invoice; in finished steel in mill, warehouse and yard, made on order and awaiting cars for loading, and in semi-finished steel awaiting rolling or further rolling.

One experiences no difficulty in observing that the withholding of this large quantity of steel from consumption has not produced the shortage, or the anxiety on the part of buyers, that would have been produced earlier in the year, and the conclusion can scarcely be avoided that the disposition of the country to consume steel at the present time is well below the full productive capacity of the steel industry. There is nothing remarkable in this conclusion, even though it seems strange by comparison with the over-advertised "scarcity" of steel earlier in the year. The railroads are buying scarcely anything, large construction work in general is far under the pre-war pace and steel-making capacity is 50 per cent greater than before the war. If the present demands for steel were sufficient to employ the whole steel industry at capacity, then the country would be bound hand and foot if it attempted to do the business it really ought to be doing, for it would be unable to get the steel. As a matter of fact, the real, serious work of the country has not yet been undertaken in rehabilitating the railroads, harnessing water-power, properly housing the people in dwellings, hotels and office buildings, and in other great works. It will only be when the country gets down to work on these big undertakings that there will be provided really full employment for the steel industry. Meanwhile some adjustments are being made, and the adjustments will probably be completed before the fact is realized in many quarters. The iron and steel industry itself needs little readjusting. The Industrial Board schedule of steel prices, to which the Steel Corporation has steadfastly adhered, can hardly be criticised, and an adjustment of the whole market to this basis would hardly leave anything to be desired by buyers. The prices of some manufacturers would have to come down, while pig-iron is plainly out of harmony with steel in the matter of price. For illustration, in 1913 the price of one ton of foundry pig-iron at valley furnaces was equal to the cost of 1078 pounds of merchant steel bars, while at today's bar price of the Steel Corporation one can buy one ton of pig-iron or 1910 pounds of bars at the same price, i. e., one would get 77 per cent more bars, or 43 per cent, less pig-iron than in 1913 if trading the one commodity for the other.

#### Markets Quiet.

All the markets are practically marking time. Connellsville furnace coke for spot shipment remains at about \$15 per net ton at ovens. Most consumers refuse to pay the price, but offerings are so limited that the price stays up. Pig-iron transactions are confined to very small lots for spot or early shipment, and for such deliveries the market is even stronger, Bessemer having gone at \$43, valley, against \$42.50 formerly ruling, while basic remains at \$43.50 and foundry at \$45, valley. There is no forward market at all. Billets are nominal at \$60 to \$65. Sheet bars can be had at \$70, but \$75 might have to be paid if the buyer insisted upon open hearth. In finished steel products there is some contracting for forward deliveries, particularly with the Steel Corporation subsidiaries, while the fancy prices ruling for very early shipment are declining, demand being light on account of the price.

### Country's Coal and Coke Production.

A slight recovery during the week ended May 22 carried production upwards to almost exactly the level of two weeks ago, according to reports of the United States Geological Survey. The total output of soft coal, including lignite and coal coked, is estimated at 9,174,000 tons, an increase over the preceding week of 418,000 tons, or 4.8 per cent.

In spite of the improvement the rate of production is still 13 per cent below that of the first quarter of 1920 and 27 per cent below that of October, 1919. Continued for a year, the present rate of 1,529,000 tons per working day would give a total production of 470,000,000 tons.

Progress in relieving the traffic congestion caused by the switchmen's strike is thus slow. The week was the seventh of the strike period, but the total production was 1,841,000 tons less than that of the latest, normal week, March 14-20. The year 1920, although 35,000,000 tons ahead of 1919, is now nearly 12,000,000 tons behind 1917 and 16,000,000 behind 1918.

The production of anthracite also recovered slightly during the week ended May 22. Shipments originated by the principal carriers (in part estimated) were reported as 34,812 cars. The total production, including mine fuel and local sales, is estimated at 1,788,000 tons, a figure about half way between those of the two weeks immediately preceding. The total production since January 1, 1920, now amounts to 33,044,000 net tons, an increase over the preceding year of approximately 2,700,000 tons.

A slight measure of relief in the supply of cars at the ovens permitted an 8 per cent increase in the production of beehive coke during the week ended May 22. The total output is estimated on the basis of shipments over the principal coke-carrying roads at 378,000 net tons, or 29,000 tons greater than that of the preceding week.

The increase was confined to Pennsylvania and West Virginia. In the Middle and Southern Appalachians production declined slightly. In the West the situation remained unchanged.

The greatest improvement was reported from the Connellsville Region, where production rose from 154,400 to 178,250 tons.

Demand for coke continues intense and from all districts high prices are quoted. The cumulative production since January 1, 1920, now amounts to 8,471,000 tons, an increase of 345,000 when compared with the corresponding period of 1919.

The Lake season was formally opened on Saturday, May 1. Some lake coal was dumped into vessels at Lake Erie ports during the month of April, but the exact amount has not yet been reported to the Geological Survey.

Dumpings of bituminous coal for the first three weeks of May have been as follows:

| Week ended. | Cargo coal. | Vessel fuel. | Total dumped. |
|-------------|-------------|--------------|---------------|
| May 8.....  | 243,190     | 21,931       | 265,121       |
| May 15..... | 221,775     | 33,187       | 254,962       |
| May 22..... | 278,487     | 31,618       | 310,105       |

The total tonnage for the week of May 22 represented an increase over the preceding week, but was barely one-third of that of the corresponding period of last year.

Dumpings during the first three weeks of May were only 37 and 33 per cent respectively of those of the corresponding weeks of 1918 and 1919.

### Continued Strength in Birmingham Iron and Steel Market—Increase in Coke Output Planned.

Birmingham, Ala., May 31—[Special.]—The iron and steel trade in the South shows continued strength; in fact, full operation of furnaces and steady delivery is indicated for some time to come. Inquiries for pig-iron are being received constantly, and sales are being consummated almost daily, though in many instances the tonnages are light. The production in Alabama has been improved some recently, and the schedule is for two more furnaces to resume operation during the coming month. Further reduction of accumulated stocks of pig-iron is also noted. Home consumption continues steady, in some instances the melt being at a greater pace than ever before. The quotations are still firm on a basis of \$42 per ton, No. 2 foundry iron. The Steel Corporation subsidiary has no iron to offer just yet, but insists on the \$38 per

ton quotation. The rumor market has not been very busy as yet in this district as to calamities. No strike is impending, and there is no belief that cancellations of orders placed for pig iron during the past few months is probable. It is a firm belief that every ton of iron that has been sold for future delivery by Southern pig iron manufacturers is needed and consumers will accept of delivery. The Tennessee Coal, Iron & Railroad Co. blew in two furnaces in May, one at Bessemer and one at Ensley. The Sloss-Sheffield Steel & Iron Co. and the Gulf States Steel Co. will each blow in a furnace during the coming month, repairs being made. The Gulf States blast furnace at Gadsden is being thoroughly repaired. In preparing for the relining of the bottom of the furnace a large amount, probably 300 tons, of best grade iron was found accumulated. This product was removed and will be of service.

As stated for the past few weeks, the sales being made by Southern furnace companies call for shipment of the product in many directions. Routing of the movements of pig-iron is still made with the idea of avoiding congested sections and considerable success has been experienced, shipping into the New England states by way of Savannah and steamship lines, it being impossible to get anything through all-rail routing.

Raw material supply for the furnace operations of the Birmingham district is being given consideration. In addition to an increased production of iron ore, there is a better preparation of the product. The Birmingham Ore & Mining Company, getting out 300 tons and more iron ore at the Helen Bess mines, just outside the city limits of Birmingham, is giving the ore hydraulic washing, removing the impurities to a considerable extent. Jigging the ore is proving profitable and the ore is more acceptable. Coke is still proving an impediment in an increased pig iron production in this section. However, repairs are being made about by-product coke ovens and all work on new by-product coke oven is being rushed, the one intent being to get a full supply of the product.

The railroad car situation is somewhat improved in the Birmingham district though it cannot be said that product started well is reaching destination in anything like reasonable time.

Sales managers of the large corporations are in an optimistic mood in this district. Some of the companies are nicely sold up for a considerable period of the balance of the year. The home consumption will keep strong through the entire year, cast iron plants melting pig-iron at a greater pace than ever before. There is warrant for the production of all sizes of cast iron pipe and predictions are made that many cities, towns and communities are going to be disappointed by reason of not getting full delivery on contracts. The car shortage is blamed for this condition. The pipe works have purchased quite liberally of pig iron but every now and then it is noted there is an additional trade or two for the product. In some instances, it is to be heard there is concession made to the regular home consumers.

No new export trade was reported for the past week though shipments of pig-iron and various steel shapes abroad will continue for a long time to come. The cargo for the second steel ship produced at Chickasaw Shipbuilding & Car Co., which is to sail in the next two weeks for Yokohama, Japan, carrying something like 8400 tons of steel wire, nails and other products of the plants of the Birmingham district, is now being prepared for shipment to Mobile. The Gulf States Steel Company and other pig iron and steel concerns of this section will make steady shipments to the various Southern ports of iron and steel for export.

Continued progress is reported on the several sanitary pipe and fitting plants being erected at Anniston, Birmingham and Bessemer. The Unit Stove & Furnace Co., at North Birmingham, which was started up recently, promises to be one of the active concerns of the district, with quite a little tonnage of pig iron to be melted. The product of the plant is to be marketed just as quickly as the sales department can get to the trade, no time being lost in that direction.

Despite the fact that the schedule of prices of the Steel Corporation on steel wire and wire products is lower than that of the independents, the latter are being almost begged to take on business and guarantee delivery. There are no indications that warehouses in this territory are crowded and the statement is again made that customers are simply swarming around in search of goods. The Steel Corporation authorities even admit that there have been many sales made for future delivery here and that it is reasonable for a little lull or remaining out of the market.



The coal production in Alabama shows a little improvement over the previous week but car shortage and continued labor troubles in some sections of the district are responsible for the general condition. The Alabama coal operators, alleging "assigned" cars is interfering with a steady production and a strong market, were somewhat elated the past week over the National Coal Operators Association taking up the question with the prospect of an early investigation before Federal commissions. The little local strikes at several mining camps, the men demanding the strict adherence to the award of the bituminous coal commission, named by President Wilson, in other words \$1 per day increase for day labor instead of the 20 per cent increase on the wage as in effect on October 31, 1919, is felt some. There is promise of more or less unrest among the employees at coal mines in this state for a long time to come, though no general strike could be manipulated any more in this district, opposition to the closed shop plan having worked up to a very satisfactory condition, in that direction. Inquiry shows that many hours time was lost during the past month at collieries in Alabama by reason of local mining camp strikes and the railroad car shortage. There is not much coal being accumulated in this state and, so far, very little coal has been delivered under the plan of buying and stocking coal in the summer for use in the fall and winter.

Coke production is holding its own right now, but all work on ovens is being rushed with the idea of increasing output. Some coke is still being shipped from the district. As with other commodities, difficulties are being experienced in getting deliveries on coke. The quotations for coke which has been offered on the open market are very strong. There is not much surplus coke obtainable yet in this district and will hardly be until all by-product ovens are in full operation. Consumers in the St. Louis territory have let it be known that they are in the market for coke. As with old material and other products, railroads can get the products to the terminals, but cannot get the terminal's railroad to handle the cars, so that the congestion in that territory is sorely felt by the Birmingham producers.

The scrap iron and steel market is very quiet except as to old contracts. Heavy melting consumers have opened eyes a little again, but the more prominent dealers are not willing to meet concessions asked for. Quotations show but little change from what they have been for several weeks now. The reports from other centers are far from being encouraging and no predictions are being made as to when a possible change for the better can be looked for. The stocks on hand are being kept up to meet requirements. Tight money is still complained of in these circles, several of the dealers having sought much accommodation in the way of financial lines in carrying on this business. Loans being called in require liquidation, and with a quiet market some uneasiness was wrought. No. 1 cast still holds an active position and is quoted as high as \$35 per ton. The scrap dealers say they are not troubled with the railroad car shortage, but new business is lagging and that is the main trouble.

Following quotations for pig iron and scrap iron and steel obtain in the Birmingham district:

#### PIG-IRON.

No. 2 foundry, 1.75 to 2.25 per cent silicon, f. o. b. furnaces, \$38 to \$42; No. 1 foundry, 2.25 to 2.75 per cent silicon, \$40 to \$43; iron of 2.75 to 3.25 per cent silicon, \$42.20 to \$45.20; basic, \$40 to \$42; charcoal iron, f. o. b. furnace, \$55.

#### OLD MATERIAL

|                             |                    |
|-----------------------------|--------------------|
| Old steel axles.....        | \$30.00 to \$32.00 |
| Old iron axles.....         | 30.00 to 32.00     |
| Old steel rails.....        | 23.00 to 25.00     |
| Heavy melting steel.....    | 20.00 to 21.00     |
| No. 1 railroad wrought..... | 23.00 to 25.00     |
| No. 1 cast.....             | 32.00 to 35.00     |
| Stove plate.....            | 28.00 to 30.00     |
| Old car wheels.....         | 28.00 to 32.00     |
| Old tramcar wheels.....     | 28.00 to 31.00     |
| Machine-shop turnings.....  | 13.00 to 15.00     |
| Cast-iron borings.....      | 13.00 to 15.00     |

#### Building Material from Sawmill Waste.

Composition fireproof building material, especially a tile roofing, will be manufactured from saw mill waste by the Builders Products, Inc., organized with \$100,000 capital at Lake Charles, La. Details are under consideration for building and equipping a plant. Samuel Cummings, president; W. J. Quick, vice-president; N. J. Bryan, secretary-treasurer.

#### Seeking to Utilize Vast Stores of Lignites.

Washington, May 26—[Special.]—Efforts to make the lignite or brown coals of Texas, North Dakota and other Western States so serviceable to that part of the country that it will be unnecessary in the future to ship in other coals at great expense are to be inaugurated immediately by the Bureau of Mines, Department of the Interior, at New Salem, N. D., in co-operation with a company there.

Immense quantities of these lignites, constituting one-third of the fuel resources of the nation, are available in these States but have been little used because of the great amount of moisture in them, their tendency to disintegrate when dry and their liability to spontaneous combustion. In fact, the difficulties have been so great in burning the lignite that the people have preferred to buy their coal in Illinois, Indiana, West Virginia, Kentucky and Pennsylvania, bringing into their localities several million tons of coal that had been hauled an average of 1000 miles, and at a cost of nearly \$5,000,000 in freights. The Bureau of Mines proposes to carbonize and briquet this raw lignite and develop a smokeless domestic fuel that will do away with the importation of domestic coal into this section of the country. By heating the lignite sufficiently to drive off the moisture and a part of the gases, a char is obtained which in heating value closely approximates anthracite coal. The briquetting of this makes a very satisfactory household fuel.

An appropriation of \$100,000 was made by Congress a year ago for this purpose, and the Bureau of Mines has, after a careful survey of the entire field, in which a number of the cities in these States have offered their facilities, selected New Salem as the place best fitted for the investigations, which will begin at once.

It is claimed in this process of carbonizing the lignite and making briquets out of it that not only is a superior domestic fuel created, but that valuable by-products are made, such as enormous quantities of gas to be used for fuel or power purposes, and a great amount of oils and tars.

O. P. Hood, chief mechanical engineer of the Bureau of Mines, under whose auspices the investigations will be made, said: "It is believed that under present conditions a successful plant can be assembled. The Government fund will be used in providing those parts of the plant that are unusual and special in making a thorough investigation of the process and of the quantities produced, so that a report for public use will be available for those desiring to enter this field."

The Government plant at New Salem will be under S. M. Darling, fuel engineer of the bureau, who has specialized on lignite problems for the Saskatchewan Government.

#### Lumber Production for 1918 Shows Decrease Over Previous Years.

New Orleans, La., May 26—[Special.]—The estimated total lumber production by 22,546 mills in the Continental United States for 1918 was 31,890,494,000 board feet, according to a bulletin recently issued by the Forestry Division of the United States Department of Agriculture. These figures show a decrease of 11 per cent from the 1917 production.

The reported Southern yellow pine production for 1918 showed a decrease of more than 2,500,000,000 feet, or 20 per cent, under that of 1917, and is stated to be the smallest cut recorded since 1899, with the exception of 1905. Reports were received from 5289 active Southern pine mills in 1918, while 6217 mills reported in 1917. The average value of yellow pine f. o. b. mill for the year 1918 was \$24.38, which represents an increase of \$5.38 per 1000 feet, or 28 per cent, over the previous year's average price.

Computed total production of Southern pine in the United States for 1918 is stated at 10,845,000,000 feet, and the number of active mills and the cut reported from the various Southern States is given as follows:

Louisiana, 225 mills, 2,486,847,000 feet; Mississippi, 488 mills, 1,448,893,000 feet; Texas, 230 mills, 1,172,154,000 feet; Alabama, 638 mills, 1,037,659,000 feet; North Carolina, 1008 mills, 782,037,000 feet; Florida, 184 mills, 765,912,000 feet; Arkansas, 260 mills, 742,236,000 feet; Virginia, 820 mills, 454,015,000 feet; South Carolina, 349 mills, 416,536,000 feet; Georgia, 465 mills, 352,682,000 feet; Oklahoma, 51 mills, 147,494,000 feet; Missouri, 84 mills, 42,062,000 feet; Tennessee 211 mills, 37,474,000 feet; Maryland, 118 mills, 30,223,000 feet; all other States, 158 mills, 25,783,000 feet.

# NEWS AND VIEWS FROM OUR READERS

[Publication in this department of letters from our readers does not mean that we either approve or disapprove the views expressed. We believe in a full and frank discussion of the mighty questions of the hour, for only in this way can the truth be found. Therefore we often publish letters with which we do not agree.—Editor Manufacturers Record.]

## The Fear of God Is the Only Salvation for the World.

J. B. ALFORD, Austin, Tex.

I have just read with much interest in MANUFACTURERS RECORD your "What Shall We Do to Be Saved?" In view of the present threatened world conditions, and with splendid prospects for worse to follow, this is certainly a timely question. And your observation that "there is no peace and there can be no peace until the fear of God and humbleness before Him displaces in men's hearts the greed and pride that now control them" is equally timely. This statement, coming from the pen of an editor of one of the foremost periodicals of the times, is a very significant one, and is, moreover, a striking admission of our leaders of world events of their inability, under existing conditions, to maintain peace and safety for the great common people.

When Cain, under the impulse of jealous anger, instigated by the adversary, slew his brother, and afterwards, in justification of the crime, denied being his brother's keeper, the trouble had begun. This act was manifestly the first "sowing to the winds." Down through the ages this plant of disregard of his fellow has been industriously cultivated, and now the world is reaping its own harvest, the "whirlwind of destruction."

Forgetting God and denying his obligations to his fellow-man seems to have been a potent cause of the present deplorable state of humanity. Relief, therefore, is to be found only in a renewal of covenant relationship with Jehovah and a universal recognition of the virtues of the "Golden Rule." The Man of Galilee sounded the keynote when he said, "Thou shalt love the Lord thy God with all thy soul, heart, mind and strength, and thy neighbor as thyself." This is not only plain every-day practical religion, but, under present conditions, growing out of the "increase of knowledge" foretold by the prophet Daniel (Dan. 12: 1), it forms the only rational basis of operating the world's affairs of today. In proportion as knowledge has increased ignorance and superstition have waned, thus banishing the fear of man, he be lord, prince or emperor. The logical result has been, and will continue to be, rebellion against any power or government that either fosters or permits a condition of industrial operations whose machinery is so unbalanced as to produce both millionaires and paupers from the same mill.

The common people are no longer in blissful ignorance of affairs, but are wide-awake—distressingly, so, in fact—and the great blunder many of our formerly recognized statesmen are making today is their apparent supposition that the world's affairs will finally adjust themselves as of yore. No greater mistake of diagnosis of present conditions can be made. New thoughts breed new ideals and new actions. The world's business must conform to a new program. "It is written" that in the days immediately preceding the inauguration of this new order of earth's affairs "the wisdom of their wise men shall fail." With the present "handwriting on the wall" their failure is now manifest. Those now at the head of world affairs, having for time out of mind been the beneficiaries of special privileges growing out of the unequal distribution of the world's wealth will be slow to recognize the true import of the rising storm.

But it has been truly said that "man's extremity is God's opportunity," and a careful study of the prophecies pointing to these times seems to justify the expectation that we are in the days in which "Michael shall stand up and there shall be a time of trouble such as was not since there was a nation." (Dan. 12: 1.) The trouble is evidently on, and will continue for a time, but in the midst of the trouble "the Sun of Righteousness will arise with healing in His wings." (Mal. 4: 1.) He is now completing the overthrow of the old order of selfishness, which refuses to recognize that all men are endowed with the right to be happy under his own vine and figtree, and will soon set in order the new regime. Then will come the promised pure language (sentiment), Zech. 3: 9, with all willing mankind as beneficiaries under this new arrangement.

What is the pure language? Hear it again echo down through

the corridors of nineteen centuries of time: "Thou shalt love the Lord thy God with all thy soul, heart, mind and strength, and thy neighbor as thyself."

With the Prince of Peace thus at the helm, God's tabernacle amongst men will be re-established on the earth. Then will follow as a direct result the literal fulfillment of that prayer for "Peace on earth, good-will amongst men."

## Food Production More Important Than Cotton.

F. P. ERVIN, Proprietor Clarendon Roller Flour Mills, Manning, S. C.

It would be well to keep the front page of the MANUFACTURERS RECORD of May 6—"Our Greatest Problem"—for some time before the public. We are still afflicted with "cotton madness." Not only will towns and cities of the South suffer from short food supplies, but cotton planters will be in the van.

## The Right to Blockade.

H. A. FOSTER, 32 Liberty Street, New York.

The first specific ground for the President's veto of the joint resolution for peace with Germany and Austria, pursuant to the Versailles and St. Germain treaties, without however accepting the League of Nations, was because "nothing is said in this resolution about the freedom of navigation upon the seas."

Is it wise for us to advocate the abolition of blockade in naval war? Heretofore blockade has always been the shield of the nations with small armies against military feudalism, which otherwise would long ago have bestridden the world.

Sea power, including the blockade in the hands first of Holland, then of England and latest in 1898 in our hands, three times defeated Spain.

The British blockade crushed Napoleon and his military feudalism, and for nearly four years held the Pan-German military feudalism at bay. The Federal blockade starved out the Confederacy. Japanese sea power prevailed over the might of Russia.

Sea power and the blockade are free governments' best means of defense. Unless and until free governments abandon the duty of self-defense, the right to blockade should never be impaired or surrendered.

## America's Opportunity as Seen in India.

S. G. HOOSAIN & Co., Calcutta.

We addressed you last on the 10th March, and have since received your favor of 25th February, enclosing a copy of a letter from Messrs. Woodward-Baldwin Company, New York, addressed to your good selves, with many thanks.

We are extremely grateful to you for the interest and trouble which you have been taking for the manufacture of our dhooties and saties in your country. We understand that your countrymen are now busy in manufacturing goods for their own domestic consumption, but we are sorry that they have forgotten their bright and glorious future in our Indian market. This is the best opportunity to catch and hold the Indian market. Japan has done it so. We desire that you should take Japan's place.

We are communicating with Messrs. Woodward-Baldwin Company for many lines of goods which they make.

We are also in receipt of your esteemed favor of March 17, and much pleased to learn that Senator France will favor us direct with a copy of his admirable speech on India, which we are sure will be hailed with great admiration and respect by our countrymen.

Our Mr. Ghosh will send a reply to your article "East India's Low Wages and Their Possible Effects on America," published in your issue of February 12 in a separate cover.

## RAILROADS

### A Spanish-Built Road to Be Improved.

Brownsville, Tex., May 28—[Special.]—According to D. A. O'Brien, general manager of the Rio Grande Railroad, from Brownsville to Point Isabel, 22 miles, that line is converted from narrow to standard gauge and other physical improvements will also be made. The road was built in 1868 by a syndicate of Spaniards. The equipment was brought from Spain, and it was managed and operated in all respects as a Spanish property even to keeping the written records in that language. For many years it was the only transportation outlet for this border town, and it handled a heavy traffic during the period that Point Isabel was a deep-water port. When the St. Louis, Brownsville & Mexico Railroad was built down the Gulf coast to Brownsville, it made a connection with the Rio Grande Railroad, and the latter passed into the control of B. F. Yoakum of New York and associates. The ancient Spanish locomotives, side-door passenger coaches and other equipment continued to be used, however, and in no respect was the operation of the road modernized. The property later passed into the hands of a local syndicate, and it is now proposed to rehabilitate it and prepare it for the freight traffic that is expected to come through Point Isabel when the plans for restoring that port to ocean-going traffic are completed.

### Norfolk Southern Acquires Line Into Durham, N. C.

The Durham & South Carolina Railroad, running from Durham to Duncan, N. C., 41 miles, has been bought by the Norfolk Southern Railroad, with which it connects at Duncan, and which will now have a direct connection in and out of Durham, which will doubtless greatly increase its traffic.

Announcement of this deal followed the entrance into the Norfolk Southern directorate of Ernest Williams of Lynchburg, Va., president of the Durham & South Carolina Railroad; T. T. Harkrader, traffic manager of the American Tobacco Co.; C. M. Carr, vice-president of the Durham Hosiery Co., Durham, N. C., and E. C. Granbury of Harris, Forbes & Co., bankers, New York. All the old members of the board were re-elected, excepting that the vacancy caused by the death of Frank A. Sayles was filled by the election of R. B. Williams, Jr., also of New York.

The acquired line will be operated as the Durham division of the Norfolk Southern Railroad. The American Tobacco Co. has a large interest in it.

### Electric Railway Statistics.

"Electric Railways," which is a part of the 1917 census of electrical industries, has just been issued by the Director of the Census, Washington. It includes data concerning all railways other than steam roads in operation in the United States, Hawaii and Porto Rico, but not the Philippine Islands. Thus, in addition to the electric railways, this census includes the cable roads, those operated with gasoline motors and those operated with horse cars. There were 1307 companies as compared with 1236 in 1907 and 1260 in 1912. The number of miles of line was 32,547 as compared with 25,547 in 1907, and 30,437 in 1912. In the Philippines there is one electric railway—the Manila Electric Railroad—which has 52 miles of track.

### Texas State Railroad Not Sold.

R. M. Johnston, chairman of the Texas State Prison Commissioners, according to a report from Austin, says that the Legislature will be asked to make an appropriation of about \$80,000 to put the Texas State Railroad in order so that it may be able to resume operations under State management. It is believed that the line can be operated without loss if certain additions and repairs are made. This railroad runs from Rusk to Palestine, Tex., 32 miles. It was offered by the State for either sale or lease, without result.

### \$100,000 Stock Issue Approved.

The Georgia Railroad Commission has approved the proposed issue of \$100,000 of preferred stock by the Washington & Lincolnton Railway Co., the proceeds of which are to be used for increasing the facilities of the line, which is 20 miles long from Washington to Lincolnton, Ga. A. S. Holcomb of Washington is general manager.

### Tramroad to Aid Highway Work.

According to a report from St. Augustine, Fla., the County Commissioners of Flagler County recently purchased four miles of 40-pound rails and fittings to build a tram track for hauling materials from the Florida East Coast Railway at Bunnell to the St. Johns Park District for road construction, the cost being \$42 per ton for the railroad material. Now it appears that the county, in addition to saving much time and money by the construction and use of the tram track, will be able to make a considerable sum on the track material when they are done with it, for they have already received an offer which, if accepted, would net them, it is stated, about \$5000 profit.

### A Line in the Everglades.

Construction was started last week at Moore Haven, Fla., on the first section of the Moore Haven & Clewiston Railroad from Moore Haven to Clewiston, Fla., 14 miles, the ground being broken by Broward M. Daniels, the four-year-old son of W. E. Daniels of Moore Haven. A. C. Clewis of Tampa, John J. O'Brien of Moore Haven, D. W. Stevenson and others are interested in the enterprise. Clewiston is on the shore of Lake Okeechobee.

### New Equipment.

Alabama, Tennessee & Northern Railroad has been notified of the shipment of its two consolidation type locomotives from the Lima Locomotive Works, Lima, O.

Illinois Central Railroad has ordered 25 Pacific type engines from the American Locomotive Co. and 50 of the 2-10-2 type from the Lima Locomotive Works.

Seaboard Air Line is reported in the market for three dining cars, one postal car and two combination baggage and mail cars, besides 100 phosphate cars.

Atlantic Coast Line has ordered 500 double-sheathed box cars from the Standard Steel Car Co. and 5 six-wheel switching engines from the Baldwin Locomotive Works.

Atlanta & West Point Railroad has ordered three baggage cars and nine passenger cars from the American Car & Foundry Co.

Texas & Pacific Railway has ordered 50 tank cars from the American Car & Foundry Co.

Western Oil Corporation of Tulsa, Okla., is reported to have ordered 25 tank cars of 8000 gallons capacity each from the General American Tank Car Corp., Chicago.

Jacksonville Terminal has ordered two six-wheel switching engines from the Baldwin Works.

Norfolk & Western Railway, it is reported, will build 500 gondola cars of 100 tons capacity each in its shops at Roanoke, Va.

Carolina, Clinchfield & Ohio Railway has ordered 10 steel cabooses from the Standard Steel Car Co.

### Successful Importation of Flaxseed Through Port of Galveston.

Galveston, Texas, May 31—[Special.]—The importation of a cargo of flaxseed from South America through the port of Galveston a few weeks ago has been followed by the arrival here of another shipment of flaxseed and other seeds from Buenos Ayres. This second cargo consisted of 71,144 bags of flaxseed, 2470 bags of sunflower seed and 770 bags of alfalfa seed consigned to mills of the North. Such shipments of these oil producing commodities were formerly made through the port of New York. Northern consignees declared their complete satisfaction over the results of the first shipment and announced that in the future much of the importation would be made through this port.

The trade in flaxseed was begun on the American trade routes about six years ago, when the firm of Munn & Jenkins received shipments of the commodity through the port of Baltimore. Later the trade shifted to New York, where imports were handled until the congestion prevalent at that point caused the firm to seek easier and cheaper entry for the grain. In looking about for such a point, their representative decided to give Galveston a tryout and routed the Lake el Pueblo to this port. The vessel was unloaded and her cargo handled with such dispatch last month that further shipments were routed through this port.

The company normally imports 50,000 tons of flaxseed from South America monthly and in view of the shortage prevailing in the American crop this year, it is said the firm may go after even larger quantities.



## TEXTILE

### Stonecutter Mills Co. Plans.

Plans and specifications have been completed for the plant of the Stonecutter Mills Co., K. S. Tanner, treasurer, Spindale, N. C., previously mentioned as organized with \$2,000,000 capital to build a 20,000-spindle mill. This company will erect a 420x157-foot one-story weave shed of mill construction and a 252x100-foot two-story mill of reinforced concrete, to be equipped with 20,000 spindles, 500 looms, dyeing and finishing machinery driven by individual motors. General improvements will include building a mill village. Potter & Shackelford are the general contractors, and J. E. Sirrine is the architect-engineer, both of Greenville, S. C.

### To Build 5000-Spindle Mill.

Five thousand spindles, with accompanying machinery, will be installed by the City Cotton Mills Co., Newton, N. C., recently chartered with \$500,000 capital. This company has ordered mill machinery costing \$125,000, including spinning equipment and steam power drive for a weekly capacity of 8000 pounds of cotton yarn. It will erect a frame building costing \$75,000, and W. E. Bacon is the architect-engineer in charge. Officers of the company have been elected as follows: E. S. Shelby, president and general manager; C. E. Rowe, vice-president; Theodore A. Newby, secretary-treasurer.

### For Adding 300 Automatic Looms.

Plans and specifications will be prepared for constructing an additional weaverroom of sufficient capacity to contain 300 40-inch automatic looms for the Pocahontas Cotton Mills, Petersburg, Va. Details are under consideration, and the new weaving machinery has been ordered, which will about double the company's present weekly output of 15,000 pounds of cloth.

### For West Virginia Silk Mill.

Plans and specifications have been prepared for a \$30,000 building to be erected by the Shinnston, (W. Va.) Silk Mills, M. A. Hartman, manager. This building will be a two-story structure 92 feet long by 49 feet wide and the general contract has been awarded to Riley & Riley.

### Textile Mill Notes.

Tuapau (S. C.) Mills increased capital from \$300,000 to \$1,000,000.

F. W. Poe Manufacturing Co., Greenville, S. C., will increase capital from \$1,000,000 to \$2,000,000.

Collier Mills, Barnesville, Ga., will install additional new machinery, construct bleachery and build mill village.

White-Parks Mills Co., Concord, N. C., will increase from 2000 to 4000 spindles, and has ordered this new machinery.

Royal Woolen Mills Co., Hagerstown, Md., has been incorporated with \$20,000 capital by John B. Sheets and associates.

Tubize Silk Corporation of America, care of Wm. A. Reed & Co., 1421 Chestnut street, Philadelphia, Pa., will establish artificial silk mill at Hopewell, Va.

### Hardwood Development in Eastern Kentucky.

Whitesburg, Ky., May 3.—[Special.]—Plans are in the making, and some have been perfected for the opening up of vast hardwood timber tracts in Eastern Kentucky, consisting of practically every variety known in this section. One of the most important just made public is The Red Oak Lumber Co.'s large new development on the waters of Carr's Fork west of here planned to start within the next few days. The company will install two large mills, develop several thousand acres over a period of several years and construct several miles of railroad line. Heretofore this timber has been 30 miles from a rail service, but the Louisville & Nashville constructed its branch up the Kentucky River, and later a short line up Carr's Fork. The lumber company will build several miles of branch road.

William J. McLemore and R. L. McLemore are president and vice-president, respectively, with the latter in active charge of the work.

In the Big Cowan Creek section a few miles east of here A. C. Burton and others of Matoaka, W. Va., have closed deals on two or three important hardwood tracts and have practically completed the installation of a 15,000 feet capacity mill. Another will be installed within the next few weeks, and there are other large developments in the same sections.

Along Upper Rockhouse Creek in this county The Charles E. Moore Stave Co. of Lexington, Ky., has purchased large timber tracts and will operate stave mills, giving employment to a considerable number of men.

The Kentucky Heading and Stave Co. are operating in the Banks section of Line Fork. This company is also acquiring every available acre of timber lands. In the same section The McGlone Stave Co. are developing a good boundary of white oak and chestnut oak. In the Viper section, along Maces Creek, The Jefferson Lumber Co. of Louisville, Ky., are cutting hundreds of logs daily and are making plans for further extensions, besides getting into adjacent new territory. Another Louisville lumber concern, operating in Eastern Kentucky, is the Wood-Mosaic Company which has large interests on the Cumberland River where they are still acquiring properties. In nearly every other section of Eastern Kentucky there are hardwood development under way, new mills being installed and exploits made.

### Commendations, Kicks and Comments

#### Mark Twain Said, "Be Good and You Will Be Lonesome."

E. F. GOLDSMITH, Cashier, The Bank of Atmore, Atmore, Ala.—Your magazine is in a class by itself. Keep up your good work.

#### We Are Satisfied With This Characterization.

J. B. HUBBARD, Ray, Hubbard & Co., Dallas, Tex.—Enclosed herewith find check for \$6.50 for a year's subscription. Yours is a "darn" good publication, even if we do not always agree. You are truly an Exponent of America.

#### Another Twelve Months.

GEO. H. MILNE, Kenosha, Wis.—I find I can't get along without missing seriously its stirring and refreshing editorials, so please favor me with the MANUFACTURERS RECORD for another 12 months. Check for \$6.50 you will find attached.

#### Unless the "Farmer Comes Into His Own" the Rest of Us Will Starve.

W. R. SHINN, Route 4, Mena, Ark.—I write to tell you that the farmers of the Southwest greatly appreciate what you are doing for the cause of agriculture. If the nation had a few more men like you, the farmer could come into his own.

#### How a Farmer Views Its Work.

LAWRENCE B. BLACKBURN, Marion, S. C.—I am enclosing herewith check as per your statement. I want to say to you that I enjoy reading the MANUFACTURERS RECORD very much. I consider it one of the greatest papers published in the country. I am a farmer, and would be glad if all the farmers in the South would subscribe to the MANUFACTURERS RECORD and read it. I am sure that they would get lots of benefit from it.

#### We Are Certainly Bound Somewhere, But Where?

E. L. BRYARD, Mojave Northern Power Co., Sellman, Ariz.—Here-with \$6.50. I was just holding back to see if I would send in money for a quarter of a year and stop it, but as I guess you will still work for America as against all aliens, I am going to take the full year, and in any other way I can will help you. Please so act, for I am a Kentuckian myself, and we must all work like hell, or we are going somewhere if we don't play our Americanism strong and stronger than ever.

P. S.—Send sample copies to A. L. Dunklin, Winslow, Ariz.; W. D. Hitchcock, Winslow, Ariz., and S. E. Busser, Superintendent Reading-rooms, At. & S. F. Ry., Albuquerque, N. M.

[Omit the "hell" part and we are with you. And yet if we all worked for Good as hard as the devil works for Evil, the world would soon be saved.—Editor MANUFACTURERS RECORD.]

# Construction Department

## EXPLANATORY.

The MANUFACTURERS RECORD seeks to verify and obtain additional information regarding all enterprises reported in its Construction Department, by direct daily correspondence. Further facts of news value are published later from telegraph, mail and representatives' reports. We appreciate having our attention called to errors that may occur.

## DAILY BULLETIN.

The Daily Bulletin of the MANUFACTURERS RECORD is published every business day in order to give the earliest possible news about new industrial, commercial, building, railroad and financial enterprises organized in the South and Southwest. It is invaluable to manufacturers, contractors, engineers and all others who want to get in touch at the earliest moment with new undertakings, or the enlargement of established enterprises. The subscription price is \$20.00 per year.

## Bridges, Culverts and Viaducts.

Fla., St. Augustine.—St. John's County Comms., Obe P. Goode, Clk.; construct 8000 ft. concrete bridges; let contract to Seth Perkins at \$157,356 to build North River bridge and at \$183,564, Mantanzas bridge, exclusive of 10 per cent for profit; require 250 concrete piles; Luten Bridge Co., York, Pa., at \$396,000, about 40 small bridges, ranging from 10 to 150 ft. in length; latter also has contract for other bridges on Dixie Highway costing \$149,000; all contracts contingent upon result of election on \$2,500,000 bonds. Lately noted inviting bids. (See Road and Street Construction.)

Fla., Palmetta.—City; protect piling of bridge across Manatee river; vote June 22 on \$5000 bonds. Address The Mayor.

Ga., Thomasville.—Thomas County Comms. Road and Revenues, S. L. Heald, Clk.; place approach fills to Ochlocknee River bridge and Johnson bridge, located on Dixie highway. Federal-aid Project 12, and on Ochlocknee-Coolidge road; 37,820 cu. yds. earth fill; bids until June 11. (See Machinery Wanted—Bridge Construction.)

Miss., Quitman.—Clarke County Comms., W. B. Ra'ey, Clerk; erect two 60-ft.-span steel bridges with concrete abutments; bids until June 7. (See Machinery Wanted—Bridge Construction.)

Mo., Jefferson City.—Cole County Comms., Jefferson City, and Osage County Comms., Linn, Mo.; construct bridge over Osage River; \$65,000 available.

Tex., Corpus Christi.—Nueces County Commissioners; erect temporary causeway over Nueces Bay; construct 8889-ft. trestle; \$60,000. (Lately noted.)

Tex., Franklin.—Robertson County Commissioners; erect reinforced concrete and steel bridges and culverts on 18 mi. Highway 14; L. Acker, Engr., Nacogdoches, Tex.

W. Va., Madison.—Boone County Comms.; erect bridges; grade roads in Washington Dist.; vote June 10 on \$146,000 bonds.

## Canning and Packing Plants.

Ala., Mobile.—Cowley Packing Co. Incptd.; capital \$5000; Stella S. Cowley, Martin A. and Herbert S. Blomberg.

Ark., Zinc.—Nelson Canning Co. O. D. Peters, Crane, Mo.; erect tomato cannery; operate 12 factories on White River Division this year.

Md., Baltimore.—Syrup.—Stewart, Son & Co., R. S. J. Stewart, Prop., President St. and Eastern Ave.; erect 1-story 100x52-ft. building; install syrup-packing mch.; Haskell & Barnes, Archts., 301 N. Charles St.; Wm. F. Chew, Contr., 212 Clay St.

Md., Baltimore.—Kaufman Beef Co., H. Kaufman, Prest., Union Stockyards; erect 3-story 118x111-ft. packing plant; brick, steel and reinforced concrete; Ablae Engineering Service Corp., Archt.-Engr., 563 William St., Buffalo, N. Y.

Okla., Oklahoma City.—People's Packing Co. Incptd.; capital \$50,000; J. E. Erwin, J. C. Rogers, Willis McCauley.

Tenn., Columbia.—Dimple Packing Co., organized; Joe Hagey, D. S. and H. T. Clark, all Columbia; Jno. H. Hagey, Nashville, Tenn.; purchased W. P. Goad's killing and packing house; remodel and erect addition; build freezing and cooling room; convert present room into power plant to supersede use of ice; increase daily capacity of hogs from 12 to 25, 10 to 15 lambs and 5 to 6 cattle; mgr. sausage.

Tex., Dallas.—Mattoon Packing Co.; increase capital from \$20,000 to \$40,000.

Va., Richmond.—Kingan & Co., John S. Munce, Gen. Agr., 1438 E. Cary St.; erect 4-story 60x30-ft. fireproof addition; \$40,000; install hard mch.; packs pork and beef; Carneal & Johnston, Archts.; John T. Wilson Co., Contr.

## Clayworking Plants.

Ala., Birmingham.—Clay Products.—Alabama Clay Products Co., Arthur Watkins, Secy.-Mgr., 840 Brown-Marx Bldg.; erect \$100,000 building; install equipment to mfr. brick, hollow tile, etc.; daily output 150 tons clay products. (See Machinery Wanted—Brick and Tile Equipment.)

Ala., Red Level.—Bricks, etc.—T. W. Hentz; contemplates establishing brick and tile plant; install brick mch., engine and boiler. (See Machinery Wanted—Engine; Boiler; Brick Machinery.)

Fla., Kelsey.—Bricks.—C. Lyman Spencer, Jacksonville, Fla.; H. S. Kelsey, Boston, Mass.; Frank W. Rane, Columbus, Ohio.; build \$125,000 plant; daily capacity 50,000 bricks.

Md., Zihlman.—Fire Bricks.—Big Savage Fire Brick Co.; enlarge plant.

Mo., Houston.—Bricks.—Houston Brick and Tile Co., organized; capital \$6,000; ordered brick pressing machine.

Okla., Cement.—Bricks.—Oklahoma Brick Co. Incptd.; capital \$125,000; A. Williams, Cement; S. H. Bond, Chickasha, Okla.

Tex., Crockett.—Bricks and Tile.—Crockett Brick, Tile & Mfg. Co. organized; H. A. Fisher, Prest.; J. B. Deal, V.-P.; J. M. Ellis, Secy.; erect 40x80-ft. building; brick; steel; install two 4-mold dry-press brick machines, boilers, engines and electric plant; daily output 40,000 bricks and building tile. Super-

sedes recent item. (See Machinery Wanted—Brick Plant.)

W. Va., Jane Lew.—Brick, etc.—Weirton Brick & Tile Co. Incptd.; capital \$25,000; Fred Flesher, Wade H. Brown; both Jane Lew; Jno. Oldroyd, Weirton, W. Va.

## Coal Mines and Coke Ovens.

Ala., Birmingham.—Shades Valley Coal Co. Incptd.; capital \$25,000; Charles F. Anderson, Prest.; Charles F. De Bardeleben, Jr., Secy.-Treas.

Ala., Fort Payne.—Appalachian Coal & Iron Co., W. L. Smith, Supt.; develop 11,750 acres. (Lately noted to develop coal mine, install equipment, erect miners houses.)

Ky., Artemus.—Kentucky Blue Gem Coal Co. Incptd.; capital \$4000; John and M. Manning, L. C. Siensecht.

Ky., Ashland.—Porter Mining Co. Incptd.; capital \$150,000; S. S. Porter, J. E. King, M. M. Collins.

Ky., Bevinville.—Jacks Creek Coal Co., organized; A. J. Johnson, Prest.-Mgr.; Jas. Salisbury, V.-P.; John M. Duncan, Secy.-Treas., all Prestonsburg, Ky.; develop 488 acres; daily output 500 tons; install mch. (See Machinery Wanted—Rails; Scrapers; Plows; Wheelbarrows; Cars.)

Ky., Coxton.—Koppers Co., Pittsburgh, Pa.; purchased 2700 acres by-product coal.

Ky., Fleming.—Logan Elkhorn Coal Corp., A. B. Ewen, Mgr., Huntington, W. Va.; develop coal lands; install 1000-ton capacity power equipment; increased capital from \$200,000 to \$500,000.

Ky., Lackey.—Porter Mining Co., Second National Bank Building, Ashland, Ky., organized; J. E. King, Pres.; M. M. Collins, V.-P.; S. S. Porter, Secy.-Treas. and mgr.; acquired 1000 acres; develop; daily output 1000 to 1500 tons; install mch.; Fred W. Gesling, Const. Engr., Ashland. (See Machinery Wanted—Tipple; Building Materials.)

Ky., Uvah.—B. W. Baker, Charles Fuson, both Hazard, Ky.; develop coal mine; 500 tons daily capacity.

Ky., Whitesburg.—Elkhorn Hazard Coal Co., Raphine, Va.; Edward Cockburn, Mgr.; develop 887 acres; daily output 300 tons.

Md., Baltimore.—Eagle By-Products Collieries Co., Equitable Bldg., Incptd.; capital \$750,000; George R. Curtis, Henry Ortman, Harry A. Mason.

Mo., Jefferson City.—A. L. McCauley, W. T. Goshorn; acquired coal mine; develop; install mch.; purchased; daily capacity 280 tons; Raymond A. Becker, Mining Engr.

Tex., Chico.—Stone.—Lone Star Stone Co., G. D. Anderson, Mgr., 303 Kemp & Kell Bldg., Wichita Falls, Tex.; lately noted increased capital from \$100,000 to \$200,000; install steam shovel; hourly output of mines 200 tons. (See Machinery Wanted—Shovel.)

Tex., Dallas.—McKay Lignite Mining Co.; increased capital from \$25,000 to \$100,000.

W. Va., Bramwell.—Camilla Red Ash Coal Co.; increased capital from \$75,000 to \$300,000.

W. Va., Charleston.—Halstead Coal Co. Incptd.; capital \$25,000; S. T. and T. E. Halstead, J. H. Carter.

In writing to parties mentioned in this department, it will be of advantage to all concerned if the Manufacturers Record is mentioned.

W. Va., Davy.—Atlantic Smokeless Coal Co.; increased capital from \$150,000 to \$200,000.

W. Va., Eckman.—Pulaski Iron Co., Pulaski, Va.; develop 1000 acres; sink shaft; Floyd E. Cunningham, Constr. Engr., Eckman, W. Va. (Previously noted to install \$250,000 plant.)

W. Va., Fairmont.—Princess Coal Co. organized; C. E. Potter, Prest.-Mgr.; S. P. Hayes, Secy.; both Baxter, W. Va.; C. A. Shimmel, V.-P.; B. J. Wilson, Treas.; both Fairmont; develop 40 acres; install mchy.; output not determined.

W. Va., Huntington.—H. H. Morris, Prest. West Virginia Standard Coal Co.; leased coal land.

W. Va., Morgantown.—Gilbert-Davis Coal Co. inceptd.; capital \$500,000; Ernest H. Gilbert, Raymond M. Davis, Robert E. Guy.

W. Va., Shinnston.—Cava Coal Co. inceptd.; capital \$25,000; C. A. Cole, W. C. Wyatt; both Shinnston; C. W. Vance, Enterprise, W. Va.

W. Va., Morgantown.—Pittsburg-Fairmont Coal Mining Co. inceptd.; \$25,000; Clyde Marten, Morgantown; A. Hood Phillip, Fairmont, W. Va.; M. S. Holden, Grafton, W. Va.

W. Va., Morgantown.—Southern Fuel Co. inceptd.; capital \$50,000; John Tait, Frank Bowman, R. R. McFall.

### Cotton Compresses and Gins.

Ga., Atlanta.—Shippers' Bonded Compress, T. E. Fugate, Gen. Mgr., Macon, Ga.; erect compress; 3 mill-constructed compartments of 300,000 sq. ft.; install Webb high-density compress machine; erect 40 warehouse compartments. (Lately noted.)

Ga., Albany.—Shippers' Bonded Compress, T. E. Fugate, Treas.-Gen. Mgr., Macon, Ga.; install high-density attachments at plant.

Ga., Athens.—Shippers' Bonded Compress, T. E. Fugate, Gen. Mgr., Macon, Ga.; extend building 160,000 sq. ft.

Ga., Columbus.—Shippers' Bonded Compress, T. E. Fugate, Treas.-Gen. Mgr., Macon, Ga.; install high-density attachments at plant.

Ga., Dothan.—Shippers' Bonded Compress, T. E. Fugate, Treas.-Gen. Mgr., Macon, Ga.; install high-density attachments at plant.

N. C., Creswell.—People's Milling Co. inceptd.; capital \$50,000; C. F. and Joe Woodley, S. B. Phelps.

Tex., Dallas.—Shippers' Compress & Warehouse Co.; increased capital from \$600,000 to \$1,800,000.

Tex., Robstown.—Arnim Gin Co.; erect \$5000 building; concrete; install mchy.; 4-stand gin; \$7000; Dale & Birmingham, Archts.-Constrs.

Tex., Wills Point.—Wills Point Gin Co.; increase capital from \$8000 to \$10,000.

### Drainage Systems.

Ky., Madisonville.—Hopkins County Drainage Board, Craig Riddle, Secy.; construct 14 mi. Flat Creek Ditch; 181,679 cu. yds. excavation; 72.6 acres clearing and grubbing; bids until July 3; J. V. Poole, Engr. (See Machinery Wanted—Drainage System.)

Miss., Merigold.—Bolivar County Drainage Commn., L. H. Gales, Cleveland, Miss.; excavate 26,500 cu. yds. earth in channel of Bradford Bayou of Northern Drainage Dist.; bids until June 2; W. W. Boone, Civil Engr., Shelby Bldg., Cleveland. (See Machinery Wanted—Drainage System.)

Mo., Sheridan.—Platte Valley Drainage Dist., Eli P. Nesbit, Prest.; construct main ditch and 6 laterals; dragline work; \$125,000; Reese Bros., Contrs., Grant City, Mo.; Gates & De Leun, Engrs., Chicago. (Bids lately noted.)

Tenn., Jackson.—Big Hatchie Drainage Dist.

Comms.; construct 55 mi. main canal with laterals; probably dredge work; \$3,000,000; drain 105,000 acres in West Tennessee, Hatchie River basin, Bolivar to Rialto; Hess & Skinner, Engrs.; Geo. E. Morrison, Chief Engr., Southwestern Life Bldg., Dallas, Tex. (Previously noted.)

### Electric Plants.

Ark., Stevens.—Board of Trade; install electric-light system; contemplated.

D. C., Washington.—Potomac Electric Power Co., 231 14th St.; erect 1-story-and-basement 76x21-ft. substation; A. B. Heaton, Archt., Maryland Bldg., 1410 H St.; P. F. Gormley Co., Gen. Contr., Union Trust Bldg.

D. C., Washington.—Potomac Electric Power Co., 231 14th St.; erect 1-story substation; A. B. Heaton, Archt., Maryland Bldg.; S. R. Harris, Gen. Contr., 710 14th St.

Fla., Safety Harbor.—Oldsmar Light & Ice Co., Oldsmar, Fla.; proposes to furnish electricity for light and power.

Ga., Louisville.—City; rebuild burned electric-light plant and water-pumping station; loss \$20,000. Address The Mayor.

Miss., Moss Point.—City, C. M. Fairley, Clk.; install electric lights; vote June 1 on \$10,000 bonds. (Lately noted.)

Okl., Claremore.—City, W. M. Willis, Mayor; improve electric plant; erect brick power plant additions, mchy. foundations and concrete cooling pond; install 312 K. V. A. 2300-volt 60-cycle rotating field alternator, direct connection to engine; exciter, switchboard and cables; three 200 H. P. water-tube boilers, pumps, condenser and steam piping; 425 H. P. uniflow or cross-compound non-releasing Corliss valve-type engine. Lately noted. (See Machinery Wanted—Electrical Equipment.)

S. C., Anderson.—Gluck Mills, W. Z. McCue in charge; improve electric-light and water system; \$150,000.

Tenn., Morristown.—City, F. W. Donaldson, Mayor; extend electric-light system; \$30,000; mchy. purchased.

Tex., Galveston.—Brush Electric Co., J. K. Chesbro, Supt. Electrical Construction; furnish electric power to all marine plants on Pelican Spit; lay submarine cable across channel.

Tex., La Porte.—St. Mary's College; erect power-house and water tower.

Tex., Wharton.—Texas Gas & Electric Co., Houston, Tex.; rebuild burned plant.

### Fertilizer Factories.

Fla., Hastings.—McGuire Fertilizer & Phosphate Co., C. L. Brown, Agt.; erect acid chamber and mixing plant; farmers' supply-house and co-operative barrel factory.

Fla., Leesburg.—McGuire Fertilizer & Phosphate Co.; erect 2-story and basement 176x70-ft. building; mchy. ordered.

S. C., Charleston.—Merchants' Fertilizer & Phosphate Co., 21½ Broad St.; enlarge fertilizer shed. (Lately noted increase capital.)

### Flour, Feed and Meal Mills.

Ga., Albany.—Albany Milling Co.; rebuild burned plant; loss \$50,000.

Mo., Norborne.—Farmers' Union Mercantile Co.; erect 80x31x14-ft. grain elevator; 20,000-bus. capacity; Jones-Hettiesner Construction Co., Engr.-Contr., 706 Mutual Bldg., Kansas City, Mo.

Okl., Bradley.—Bradley Elevator & Warehouse Co. inceptd.; capital \$35,000; B. W. English, Roy C. Smith, W. R. Corbett.

Okl., Hitchcock.—Farmers' Elevator Co.; increase capital from \$20,000 to \$50,000.

Okl., Newkirk.—Farmers' Co-operative Elevator & Supply Co. inceptd.; capital \$50,000; A. R. Lang, J. W. Meeks, S. M. Miller.

### Foundry and Machine Plants.

Ala., Anniston.—Railway Forgings.—National Forge Co. organized; capital \$50,000; B. F. Lively, Prest.; Tom C. King, Secy.-Treas.; erect plant; mfrs. railway forgings.

Ala., Anniston.—Forgings.—National Forge Co. inceptd.; capital \$15,000; B. F. Lively.

Ga., Rome.—Machinery, etc.—International Steel & Motors Corp. organized; capital \$20,000,000; Prest., Henry L. Brittain, New York; V.-P., H. Abner Dean, Rome; Secy., Jas. M. Craig, Birmingham, Ala.; acquire Rome & Northern R. R., with iron-ore lands near Rome and additional mineral acreage in Northwest Georgia; install iron-mining equipments; build plant to mfr. standard mchy., including automobile parts.

Ky., Louisville.—Malleable Iron.—Illinois Malleable Iron Co., 1825 Diverser Parkway, Chicago; erect 147x265-ft. foundry; 113x183-ft. annealing building; plans with Louisville Industrial Foundation, Columbia Bldg. (Previously noted to build \$500,000 plant; annual output 6000 to 10,000 tons.)

La., Lake Charles.—Storage Tanks.—A. Bischoff, Dallas Gross, H. A. Reid; organize company; erect oxy-acetylene mfg. and welding plant; 6000 sq. ft. site; mfrs. steel oil and gasoline storage tanks, 50,000 to 60,000-gal. capacity.

Md., Baltimore.—Tanks and Boilers.—McNamara Bros. Co., Gerard I. Donovan, Mgr., 324 E. 25th St.; erect 70x170-ft. plant addition; fireproof construction.

Md., Baltimore.—Structural Iron.—Chesapeake Iron Works, Westport; will not build 210x50-ft. addition; that enlargement was previously reported; ordered all mchy. and equipment. (Supersedes recent item.)

Miss., Laurel.—Boiler Repairs, etc.—Bonner & Everett Boiler Repair & Welding Co., care of Chamber of Commerce; establish plant.

N. C., New Bern.—Machinery.—Tractor & Machinery Co. inceptd.; capital \$100,000; A. F. Patterson, T. G. Hyman; both New Bern; J. B. Rice, Wilmington, N. C.

N. C., Troutman.—Canners' Supplies.—Academy Shops Mfg. Co. organized; J. O. Johnston, Prest.-Treas.-Mgr.; M. E. Johnston, Secy.; has \$10,000 plant; install iron and woodworking mchy.; purchased; mfrs. canners' supplies, including hand-closing machine. (Lately noted inceptd., capital \$125,000.)

N. C., Winston-Salem.—Sawmills, etc.—Salem Iron Works, S. Bryant, Prest.-Treas.; erect 64x300-ft. and 60x100-ft. buildings; additions; concrete, hollow tile and steel construction; metal sash; install foundry, machine and woodworking mchy.; purchased; mfrs. sawmills, dye and special mchy.; Pegram, Ellerbe & Reynolds, Archts. and Const. Engrs.

S. C., Charleston.—Welding.—Atlantic Welding Works inceptd.; A. H. Douglas, A. W. Todd.

S. C., Florence.—Nut Locks.—Corden Safety Nut Lock Co., capital \$500,000; L. E. Ogletree; mfrs. various kinds bolts, nut locks, etc.

Tenn., Memphis.—Automobile Piston Ring.—Continental Piston Ring Co., B. G. Covington, Prest. and Gen. Mgr.; erect 153x217-ft. plant; install lathes, grinders, millers, etc.; increase monthly capacity from 150,000 to 600,000 piston rings; Fisher Lime & Cement Co., Contr.; Hanker & Cairnes, Archts., Seimier Bldg., Memphis, Tenn.

Tex., Breckenridge.—Tools.—Dunigan Tool & Supply Co. inceptd.; capital \$125,000; J. B. Bissett, J. B. Dunigan, T. J. Hinerman.



Tex., Fort Worth—Tanks.—Peck Tank Co. inctpd.; capital \$50,000; T. J. Waggoner, P. J. Lea, H. M. Peck.

Tex., San Antonio—Machine Shop.—Alamo Iron Works; erect machine-shop addition; \$30,000.

Va., Hopewell—Pliers and Wrenches.—Mayhew-Virginia Corp., Dixie Bldg., Petersburg, Va., organized by Mayhew Steel Products Co., 391 Broadway, New York; J. B. Parsons, Prest.; H. W. Hatch, V.-P. and Treas.; Chas. E. Plummer, Secy.; all of New York; L. S. Smith, Mgr., Petersburg; erect 90x200-ft. building; Austin No. 2 type; \$50,000; install drop forges; mfr. pliers and wrenches; Harrison Construction Co., Contr., Petersburg. (Previously noted to erect \$150,000 plant.)

W. Va., Huntington—Cars, etc.—American Can & Foundry Co., W. H. Woodin, Prest., 165 Broadway, New York; erect additional building; install additional mchy.; total \$100,000; all contracts let. (Lately incorrectly noted to expend \$500,000 in next two years.)

W. Va., Man—Mine and Mill Supplies.—Standard Machine Co., inctpd.; capital \$75,000; F. M. Burgess, Man; G. D. Miller, F. L. Farr, both Huntington, W. Va.

### Gas and Oil Enterprises.

Ky., Louisville.—Creel Brothers inctpd.; capital \$20,000; Jas. B. Hughes, M. Roberts, Fred M. Vinson.

Ky., Paintsville.—Paint Lick Oil Co. inctpd.; capital \$50,000; J. N. Meek, Elzie Trimble, Frank Chandler.

Md., Havre de Grace.—Perry Oil & Gas Co., 313 St. John St., inctpd.; capital \$500,000; Wm. H. and Minnie P. Karns, Calvin C. Hopkins.

Mo., St. Joseph.—St. Joseph Oil Co., H. J. Jones, Mgr., 4th and Duncan Sts.; erect 1-story 40x25, 1-story 210x50 and 2-story 140x30-ft. oil plant; R. & E. Meier, Archt., 203 Lincoln Bldg., St. Joseph; A. F. Wasielewski, Gen. Contr., 13190 S. Cheyenne Ave., Tulsa, Okla.

N. C., Rocky Mount.—City; improve gas plant; voted \$160,000 bonds. Address The Mayor. (Lately noted to vote May 3.)

Okla., Cushing—Refinery.—Inland Refinery, Eugene Blaise, Local Representative; rebuild burned pressure stills, loading rack and tank cars; loss \$100,000.

Okla., Oklahoma City—Refinery.—Santuna Oil Co.; increase capital from \$200,000 to \$300,000.

Okla., Oklahoma City—Refining.—Nu-Way Refining Corp. chartered; capital \$100,000; J. P. Williamson, H. C. Hyde; both Oklahoma City; H. B. Schall, Holdenville, Okla.

Okla., Oklahoma City.—Creek Oil & Gas Co., inctpd.; capital \$30,000; J. E. Harbison, R. C. Howard, both Oklahoma City; W. S. Spears, Velma, Okla.

Okla., Okmulgee.—Okmulgee Offset Oil Co., inctpd.; capital 150,000; H. P. Evans, G. R. Horner, W. J. Hargett.

Okla., Tulsa.—Apex Oil & Gas Co. inctpd.; capital \$50,000; S. A. Logsdon, E. Bercutt, H. Robinowitz.

Okla., Tulsa.—Linton Oil Co., inctpd.; capital \$10,000; Charlotte E. Hobbs, J. I. Harris, both Tulsa; Marguerite R. Matlock, Ensley, Ala.

Okla., Okmulgee—Refinery.—Indianola Refining Co.; increased capital from \$3,500,000 to \$5,000,000.

Tex., Beaumont—Oil Refinery.—Clara Oil & Refining Co. inctpd.; capital \$100,000; J. Sharfstein.

Tex., Eastland County.—State Oil Co., organized; capital \$100,000; Alex Purdy, Prest.;

W. W. Henderson, V.-P.; Evan G. Roberts, Secy.-Treas.; all Moundsville, W. Va.

Tex., Breckenridge—Refinery.—Breckenridge Oil & Refining Co., inctpd.; capital \$300,000; J. E. Granberry, Prest.; Jno. I. Chasley, V.-P.; erect 1000-bbl. refinery.

Tex., Galveston—Tank Farm.—National Oil Co., R. J. Barry, Mgr.; erect tank farm; 3 standard tanks, 55,000 bbls. capacity each; establish pumping, filling and distributing facilities; construct marine works; loading rocks; total cost several million dollars.

### Hydro-Electric Plants.

Ga., Augusta.—Lockwood, Greene & Co., Engrs., Healey Bldg., Atlanta, Ga.; preparing plans and specifications for hydro-electric plant.

### Ice and Cold-Storage Plants.

D. C., Washington.—American Products Co., 25th and G Sts.; erect 1-story 39x25-ft. cold-storage and motor room; R. P. Whitty Co., Contr., Union Trust Bldg.

Fla., Miami.—Miami Fisheries Co., John C. Crosland; expend \$200,000 on plant improvements; erect 55-ton capacity additional ice plant; install 60-ton compressor and 50-ton tank; purchased; build 2 cold-storage rooms, 15x75x8 ft., capacity 2000 tons; has plans for warehouse.

### Land Developments.

Fla., Kelsey.—C. Lyman Spencer, Jacksonville, Fla.; H. S. Kelsey, Boston, Mass.; Frank W. Rane, Columbus, Ohio; develop 120,000 acres; cut timber; has 2 portable mills; build town; grow sugar cane.

Ga., Columbus.—Flournoy Realty Co., J. F. Flournoy, Prest., 1207 Broad St.; develop 85 acres outside city limits; install car service, water and electric lights; erect residences; grade streets; E. S. Draper, Landscape Archt.-Engr., Charlotte, N. C., and New York. (Supersedes recent item.)

Md., Baltimore.—Dish-washing Machinery.—P. D. Gibson, 2401 Eastern Ave.; leased space in Varsity Bldg.; install \$35,000 to \$40,000 equipment to mfr. dish-washing mchy.; all of sheet metal and tinplate; hand power; later mfr. electric-power machines; initial daily output, 400 machines.

S. C., Spartanburg.—City; develop parks; contemplates \$50,000 bonds. Address The Mayor.

Tenn., Chattanooga—Enamel Ware.—Mutual Enamel Ware Co.; organized by F. H. Caldwell, Prest. of Cahill Iron Works; erect \$250,000 plant; mfr. bathtub slop sinks, etc.

Va., Lynchburg.—Perfection Orchards incorporated; capital \$15,000; J. J. Morrison, Prest.

### Lumber Manufacturing.

Ala., Montgomery.—Seaman Lumber Co. inctpd.; capital \$25,000; L. S. Seaman.

Ala., Mobile.—Arbuckle Lumber Co. inctpd.; capital \$15,000; Enoch B. Arbuckle, James and Martin Van Heuvel.

Ark., Pine Bluff.—Saline River Hardwood Co., Yazoo City, Miss.; erect \$125,000 additions; double capacity.

Ala., Tuscaloosa.—Persons Lumber Co. inctpd.; capital \$150,000; R. L. Hughes, J. C. Persons.

Ark., Emmence.—Berry McAlester, Columbia, Mo.; purchased 2600-acre tract; 7,000,000 ft. timber; has mills; daily output 40,000 ft.

Fla., Daytona.—Bond-Howell Lumber Co., T. S. Howell, Secy. and Treas., New Smyrna, Fla.; increased capital to \$100,000; establish plant; install \$15,000 equipment. (Previously noted to establish branch mill.)

Fla., Jacksonville.—Clarence Boyle, Inc., Lumber Exch. Bldg., Chicago; purchased 50,000,000 ft. pine, cypress and hardwood timber; located 12 mi. east of Jacksonville; cut and log to location on Florida East Coast Ry., where will build mill and town; probably have cypress cut by Pablo Cypress Lumber Co., Jacksonville.

Fla., St. Petersburg.—Carter Mfg. Co., W. A. Roberts, Mgr.; rebuild burned plant; loss \$70,000.

Fla., Tallahassee.—C. M. Fellows Lumber Co. inctpd.; capital \$15,000; C. M. Fellow, Prest.; Arthur Williams, V.-P.; and Gen. Mgr.; H. E. Williams, Secy.-Treas.

La., Alexandria.—Yeager Lumber Co. incorporated; capital \$5000; C. Scott Yeager, Prest.; V. Glenn Yeager, Secy.-Treas.; both Alexandria; Jefferson N. Graves, V.-P., Tioga, La.

La., Richland and Ouachita Parishes.—J. M. Jones, Monroe, La.; acquired 36,000-acre timber tract.

N. C., Creswell.—People's Milling Co. inctpd.; capital \$5000; C. F. and Joe Woodley, E. B. Phelps.

Tex., Houston.—McMurry Lumber Co.; increase capital from \$150,000 to \$300,000.

W. Va., Hollidays Cove.—Cave Valley Lumber Co. inctpd.; capital \$100,000; G. L. Buchanan, Hollidays Cove; Borrell Everett, O. C. Tallman, both Newell, W. Va.

### Metal-Working Plants.

Md., Baltimore.—Tin Stamping.—Baltimore Tin Stamping & Novelty Co., 1714 Aliceanna St. (lately noted inctpd., capital \$15,000), organized; James W. Tyson 3d, Prest.; Jacob Lindley, Secy.; mchy. installed. (See Machinery Wanted—Tin Circles, etc.)

### Mining.

La., Alexandria—Gravel.—I. L. Thomas; leased gravel tract; develop; build tram road.

Okla., Grove—Silica.—Okla-Silico Mills, Alfred W. Irwin interested, Miami, Okla.; erect \$60,000 fireproof plant; construction by day labor; install stone crusher, crusher rolls, pulverizers, dryers, plaster mixer, air and flotation system; daily output 300 tons; B. F. Shockley, Engr., Miami.

### Miscellaneous Construction.

Fla., Palmetto—Dock.—City; repair municipal dock; vote June 22 on \$30,000 bonds. Address The Mayor.

Fla., Tampa—Terminals.—Sparkman Terminal Co.; construct municipal terminals; including docking slip, 250x815 ft.; bulkhead; 2-story fireproof warehouse; \$1,250,000; preliminary plans by Maj.-Gen. W. M. Black. (Previously noted inctpd., capital \$100,000.)

Ga., Augusta—Levee.—U. S. Engineer Office, F. W. Altstaetter, Lt.-Col., Corps of Engrs., Savannah, Ga.; construct bank revetment, fascine mattress pavement and top at Canoe Cut, Savannah River; \$50,000.

N. C., Brevard—Artificial Lake.—C. E. Orr; reconstruct Lake Toxaway; 2000-acre area; 50 ft. deep; cir., 18 mi.; build reinforced concrete dam.

Va., Roanoke—Swimming Pool, etc.—A. S. Murphy, 309½ S. Jefferson St.; construct 150x300-ft. concrete swimming pool in athletic park; develop 47 acres for baseball park, tennis courts, clubhouse, dancing pavilion, etc.

### Miscellaneous Enterprises.

Ala., Mobile.—Towing.—Dixie Towing Co. inctpd.; capital \$9000.

Fla., Lake Worth.—Publishing.—Lake Worth Publishing Co. inctpd.; capital \$30,000; A. H.

Thomas, Prest.; D. P. Council, V.-P.; F. E. Harrison, Editor and Mgr.

Fla., Pensacola—Fishing.—Gulf Coast Fishing Corp., C. H. Holmes, Prest., 502 Thiesen Bldg.; increase capital by \$150,000.

Fla., St. Petersburg—Publishing.—Times Publishing Co.; C. C. Carr, Mgr.; erect 40x120-ft. 3-story building; \$30,000.

Ga., Augusta—Construction.—Rossignol Co. Incptd.; capital \$24,000; Chas. F. Rossignol, H. P. Burum, Thos. Barrett.

Ky., Carrollton—Publishing.—Carrollton Democrat Incptd.; capital \$5000; C. M. Dean, L. O. Harris, F. Vories.

Md., Ellicott City—Express.—Gaithers Express Co. Incptd.; capital \$25,000; Richard E. Preece, Frank E. Welsh, Jr., Albert K. Sherman.

N. C., Charlotte—Engineering.—MacEwan Engineering Co. Incptd.; capital \$50,000; E. G. and T. A. MacEwan, J. J. Skay.

N. C., Newbern—Steamship Line.—Carolina & East Coast Navigation Co. (lately noted Incptd.) organized; capital \$1,000,000; A. M. Dumay, Prest.; R. A. Zoeller, Supt.; both Washington, N. C.; H. W. Armstrong, Secy.-Treas., Newbern, N. C.; operate 2 steamboats to Newbern and Washington from Norfolk; co-operative enterprise of merchants and manufacturers of Newbern, Washington, Tarboro, Kinston, Greenville, Rocky Mount, Goldsboro and Wilson; future plans contemplate using self-propelled barges. (See Machinery Wanted—Steamship.)

S. C., Timmonsville—Potato Curing.—Planters' Produce & Storage Co., Duncan McKenzie, Secy.-Treas.; erect 40x100-ft. building; wood construction; \$75,000; N. G. Frederick, Contr. (Lately noted to establish cold-storage plant.)

Tex., Bonham—Laundry.—Bonham Steam Laundry; rebuild burned plant; loss \$25,000.

Tex., Dallas—Printing.—Hargreaves Printing Co.; increased capital from \$15,000 to \$100,000.

Tex., Dallas—Hardware.—Jennings Hardware Co. Incptd.; capital \$15,000; L. A. Jennings, L. E. Hatley, T. L. Dooley.

Tex., San Antonio—Decorating.—Doyle Decorating Co. Incptd.; capital \$20,000; W. D. Doyle, Hugo Knott, Jess Mitchell.

Tex., Tiffin—Rock Crushing.—Thurber Earthen Products Co., J. R. Penn., Prest., Thurber, Tex.; erect \$450,000 plant; construction by day labor; install 48x60-in. jaw crusher, 4 No. 6 gyratory crushers, screens, conveyors, elevators, water-tube boilers, turbine and accessories; power plant to generate own electricity; purchased; Preston K. Yates, Const. and Designing Engr., 120 Broadway, New York. (Previously noted organized, capital \$600,000, etc.)

Va., Norfolk—Steamship Line.—Tar Heel Line organized; capital \$1,000,000; R. A. Zoller; construct wharves; purchase ships; operate steamboats between Norfolk, Washington, N. C., and Newbern, N. C.

W. Va., Clarksburg—Transportation.—Greater Clarksburg Transit Co. Incptd.; capital \$25,000; Charles Vekrant, Clarksburg; taxicab line.

### Miscellaneous Factories.

Ark., Cotter—Bakery.—Harry Gerick & Son; purchased plant; install equipment.

Ark., Newport—Tooth Brushes.—Chas. E. Carroll; contemplates mfr. tooth brushes.

Fla., Miami—Lamp Shades, etc.—Miami Lamp Shade & Decorating Co. organized; M. M. Borchard, Prest.; W. C. Stevens, V.-P. and Mgr.; lease floor space; mfr. silk and fabric lamp shades and draperies. Lately noted Incptd., capital \$15,000. (See Machinery Wanted—Wire Frames; Silks.)

Fla., Palatka—Sugar.—United Sugar Corp., H. A. Johns, 1512 Walnut St., Philadelphia, Pa.; build sugar refinery; \$2,000,000 plant; 12,000 acres pledged for cane growing; portion already planted; plans include several small sugar factories to feed refinery with raw sugar. (Supersedes recent item.)

Ga., Atlanta—Bakeries.—Dixie System of Bakeries Incptd.; capital \$350,000; J. E. Davis, F. C. Kendrick, both Atlanta; F. W. Akin, Jacksonville, Fla.

Ga., Edison—Peanut Oil.—Edison Oil Co.; rebuild burned peanut-oil plant.

Ky., Ashland—Shoes.—Selby Shoe Co., M. W. Selby, Secy., Portsmouth, Ohio; erect 100x40-ft. factory addition; fireproof; basement floor, smooth concrete; \$15,000; double plant; install fitting department mch.; daily output 1600 pairs uppers; L. E. Payne, Constr. Engr., 317 Kitchen Bldg. (Supersedes recent item.)

Ky., Lexington—Ice Cream.—Dixie Ice Cream Co., Jnd. Keoccker, Mgr., Rose and Chesapeake Sts.; has 85x65-ft. fireproof building; install \$40,000 mch.; daily capacity 1500 gals. ice cream; Combs Lumber Co., Archt.; R. B. Hayes, Contr.

Ky., Maysville—Plug Tobacco.—R. J. Reynolds Tobacco Co., W. N. Reynolds, Prest., Winston-Salem, N. C.; erect 300-ft. 4-story addition; establish plug tobacco factory.

La., Lake Charles—Tile Roofing, etc.—Builders' Products Co., Majestic Hotel Bldg., organized; capital \$100,000; Saml Cummings, Prest.; N. J. Bryan, Secy.-Treas.; erect building; install mch.; mfr. fireproof building material from sawmill waste products.

Md., Baltimore—Paint and Color.—Baltimore Paint and Color Works, 148 Calverton Road, organized; capital \$150,000; Morris Shuger, Prest.; Geo. W. Gorsuch, Secy.-Treas.; E. W. Parlett, Mgr.; has plant.

Md., Baltimore—Shoes.—Paragon Shoe Co., Coca-Cola Bldg., organized; Milton Halle, Prest., 31 Hopkins Place; H. A. Crouthamel, Mgr., 3038 Prestman St.; has plant; daily output 500 pairs infants' shoes.

Md., Baltimore—Butterine.—Baltimore Butterine Co., 29 Wilkens Ave., Incptd.; capital \$40,000; mfr. oleomargarine; later mfr. lard substitute.

Md., Baltimore—Candy and Tobacco.—Baltimore Candy & Tobacco Co., 216 W. Pratt St.; purchased building; remodel for candy factory and warehouse.

Md., Baltimore—Shirts.—McCawley & Co., Lombard and Commerce Sts.; construct 4-story 190x175-ft. factory building; install steam heating plant; total cost \$500,000; Lockwood, Greene & Co., Archts.-Engrs., 147 Milk St., Boston, Mass., and 101 Park Ave., New York. (Supersedes recent item.)

Md., Baltimore—Bakery.—Rice-Schmidt Baking Co., 1419 Fidelity Bldg., Incptd.; capital \$550,000; Jos. N. Ulman, Leo H. Miller, Milton Hamburger.

Md., Baltimore—Clothing.—Philip Kahn & Co., 11 S. Howard St.; purchased building for branch factory.

Md., Baltimore—Shirts.—Feldman & Weinman, 4 N. Frederick St.; purchased buildings; use one floor for mfg.; double output.

Md., Baltimore—Neckwear, etc.—Resisto Mfg. Co., 37 S. Hanover St.; purchased building; remodel and equip to mfr. neckwear, suspenders, etc.

Md., Baltimore—Bakery, etc.—Alexander Kruger, 1429 N. Charles St.; purchased building; remodel and equip for dairy lunch and bakery.

Md., Baltimore—Ink, etc.—Standard Mfg. Co., 101 Balderston St., Incptd.; capital \$500,000; Jno. L. Hargrove, Prest., Roland Park;

Wm. F. Ellis, Secy.-Treas., Baltimore; has plant; mfr. inks, pastes and mucillages; weekly output 10,000 gals. Ink. (Lately noted.)

Md., Baltimore—Paint Brushes.—Samuel M. Dell & Co., Calverton Rd., nr. Frederick Ave., organized; Saml. M. Dell, Prest.; Hugh P. McMillan, Secy.; Jno. F. Buffington, Treas.; acquired building; remodel; equip to mfr. paint brushes. (Lately noted Incptd., capital \$50,000.)

Md., Baltimore—Bakery.—City Baking Co., 310 N. Gay St.; erect \$200,000 addition; daily output 75,000 loaves bread. (Supersedes recent item.)

Md., Baltimore—Middy Blouses.—Kramer, Sauber & Keating, Coca-Cola Bldg.; acquired 5000 sq. ft. floor space; mfr. middy blouses; weekly output 300 doz. (Lately noted organized, capital \$45,000.)

Mo., St. Joseph—Cones.—Roberts Cone Co., 709 N. 3d St.; erect 5-story and basement 140x80-ft. factory building; brick and stone trimmed; R. & E. R. Meier, Archts., 203 Lincoln Bldg.

N. C., Asheville—Puff.—Talcum Puff Co.; increase capital from \$250,000 to \$1,000,000.

N. C., Charlotte—Ice-cream.—Purity Ice-Cream Co.; increase capital to \$225,000.

N. C., Concord—Drugs.—Porter Drug Co. Incptd.; capital \$25,000; C. D. Ernest and D. B. Porter.

N. C., Hertford—Peanuts.—Eastern Peanut Co. Incptd.; capital \$100,000; H. C. and Sam Sullivan, W. T. Jessup.

N. C., Salisbury—Shirts.—Mrs. Sterner, Greenville, S. C.; establish factory; men's silk and madras dress shirts.

N. C., Scotland Neck—Syrup Refining.—Cola Nut Syrup Refining Co. Incptd.; capital \$350,000; J. B. Senter, Scotland Neck; J. L. Tillery, Rocky Mount, N. C.; J. C. Pippin, Littleton, N. C.

S. C., Greenville—Optical Goods.—Globe Optical Co.; increase capital to \$150,000.

Tex., Dallas.—Lorch Mfg. Co.; increased capital from \$50,000 to \$100,000.

Tex., Galveston—Grease Compounds.—Gulf Coast Oil Jobbing Co., L. E. Landon, Prest.; build \$100,000 plant; mfr. grease compounds from petroleum; 1750x500-ft. site on ship channel.

Tex., Houston—Show Cases.—Burge Mfg. Co.; increase capital from \$50,000 to \$100,000.

Tex., Waco—Mattresses.—Waco Mattress Factory Incptd.; capital \$25,000; N. B. McKinney, Sr., J. B. McKinney, A. T. Clifton.

Tex., Waco—Dynashine.—Barton Mfg. Co., 212 S. 5th St.; rearrange office as dauber factory temporarily; enlarge factory building; erect building to equip for mfr. of cartons and labels for shoe polish; plans adding distillery to mfr. alcohol.

Va., Appomattox—Tobacco.—Tobacco Factory Co., A. R. Harwood, Secy.; erect 3-story 100x40-ft. tobacco factory; reinforced concrete and brick; Heard & Chesterman, Archts., People's Bank Bldg., Lynchburg, Va.; W. L. Brown, Contr., Appomattox. (Lately noted.)

Va., Lynchburg—Overalls.—N. & W. Overall Co.; increased capital from \$100,000 to \$300,000.

W. Va., Buckhannon—Glass.—Equitable Window Glass Co.; rebuild burned plant; loss \$90,000.

W. Va., Morgantown—Batteries.—Knight-Turner Battery Co. Incptd.; capital \$5000; Jesse H. and Fred O. Knight, Jesse L. Turner.

### Motor Cars, Garages, Tires, Etc.

Ala., Birmingham—Automobiles.—Franklin Motor Car Co., 2126 Avenue C., organized; P. M. Smith, Pres.-Treas.; W. A. Burgin,

V.-P.: T. A. Murphree, Secy.; erect \$25,000 building; fireproof; J. F. Culpepper, Contr., Ensley, Ala.; D. O. Whilden Archt. Birmingham Ala. (Lately noted inceptd., capital \$50,000.)

Ala., Montgomery—Automobiles.—Southern Motor Car Co. inceptd.; capital \$8000; Thad W. Gwin.

Ala., Camden—Automobiles.—Lockland, Hubbard & Co., Monroeville, Ala.; erect \$10,000 automobile sales building.

Ala., Troy—Automobiles.—Bassett Car & Truck Co. inceptd.; capital \$25,000; J. M. Watkins, E. C. Bassett.

Fla., Oldsmar—Tractors.—Oldsmar Tractor Co.; increased capital from \$100,000 to \$500,000; double capacity; erect buildings including foundry; contract let for cupola; install foundry equipment; daily capacity 25 tons iron.

Ga., Atlanta—Automobiles.—Humphries & Gayle, inceptd.; capital \$1,000,000; Leroy E. Humphries, Sydney A. Gayle, both Atlanta; C. B. Penney, Greensboro, N. C.

Ga., Atlanta—Automobiles.—Cannon-Stringfellow & Co., 264 Peachtree St.; occupy 2-story building to be erected on 50x200-ft. site by John W. Grant; 20,000 sq. ft. floor space; brick; hollow tile; concrete; \$75,000; W. H. George, Contr.

Ga., La Grange—Motorcycles.—La Grange Motorcycle Agency inceptd.; capital \$3000; E. M. Bennett, W. F. Bennett.

Ky., Ashland—Garage.—Max Stock; purchased 50-ft. site; erect garage; Sam Collier, Contr. for basement construction.

Ky., Frankfort—Garage.—John P. Stewart; erect garage; 1 story, 42x42 ft.; reinforced concrete; Geo. L. Oberwarth, Archt., 515 Ann St.

Ky., Louisville—Motor Trucks.—Acme Motor Truck Service inceptd.; capital \$10,000; H. A. Richards, Albert J. Richards, H. C. Kottke.

Ky., Middlesboro—Automobiles.—Tri-State Motor Co. inceptd.; capital \$50,000; Frank P. Scales, Maray Grace Scales, Julius Buschmeyer.

Ky., Williamstown—Garage.—K. Jewett; erect 2-story and basement garage; brick walls; J. Northcutt, Archt., Sheriff's office, Covington, Ky.

Md., Baltimore—Garage.—John T. Roddy, 2030 York Rd.; erect 1-story 25x100-ft. garage; brick.

Md., Baltimore—Garage.—Forrest Park Garage Co., R. Ellsworth Jones, 15 South St.; erect 1-story 168x88-ft. addition to garage; C. W. Littleton & Son, Contrs., 4313 Liberty Heights Ave.; E. H. Browne, Archt., 219 Courtland St.

Md., Baltimore—Automobile Accessories.—Klein Auto Accessories Co., 444 Equitable Bldg., inceptd.; capital \$15,000; Morris and Ida Klein, Abraham S. Rome.

Md., Baltimore—Garage.—Standard Oil Co., F. C. Bigley in charge, Pier 2, Pratt St.; erect 1-story 66x100-ft. garage and service station; Price Construction Co., Contr., Maryland Trust Bldg.

Md., Catonsville—Garage.—Catonsville Garage Co., L. B. Meislo; erect 1-story 40x150-ft. garage; brick; W. M. Gieske, Archt., 65 Gunther Bldg., Baltimore.

Miss., Gulfport—Tires.—Continental Tire & Rubber Co., organized; Geo. A. Wood, V.-P.; J. S. McClane, Secy., both Gulfport; J. E. Dunlap, Prest., Plaquemine, La.; J. J. McIntosh, Treas., Moss Point, Miss.; remodel 65x200 ft. building; brick; install tire manufacturing machinery; daily output 150 to 200 fabric and cord tires. (Lately noted inceptd., capital \$300,000.)

Mo., St. Louis—Garage.—A. L. Hemingway, Hanley & Henderson Aves.; erect 2-story 21x35-ft. garage; Henry Seibel & Sons, Contrs., Manchester, Mo.; Stephens & Pearson, Architects, Central National Bank Bldg., St. Louis, Mo.

Mo., St. Louis—Garage.—W. L. McNicol, 5618 Easton St.; erect 1-story 60x140-ft. addition to garage; Stephens & Pearson, Archts., De Minel Bldg.

Mo., St. Louis—Garage.—Horigan Realty Co., care of J. J. Flynn, 4th and Sylvaine Sts.; erect 1-story and basement 80x120-ft. garage; Eckel & Aldrich, Archts., Corby Forsee Bldg.

Mo., Tarkio—Garage.—J. D. Rankin; erect 1-story 48x128-ft. garage; brick; stone trimmings; composition roof; Walter Boschen, Archt., Tootle Lemon Bldg., St. Louis, Mo.

N. C., Asheville—Garage.—Smith & Carrier, Archts.; preparing plans for 2-story garage.

N. C., Greensboro—Automobiles.—National Motor Co. inceptd.; capital \$100,000; J. M. Cates, Prest.-Mgr.; E. G. Simmons, Secy.-Treas.

N. C., Salisbury—Tires.—Paul Tire & Rubber Co. inceptd.; capital \$1,500,000; E. C. Bramard, W. E. McWhirter, Hayden Clement; erect plant; mfr. automobile tires; daily capacity 1500.

Okla., Frederick—Garage.—Holoman & Griffin; erect 1-story 60x140-ft. garage; brick; gravel roof.

Tex., Fort Worth—Filling Station.—Invader Oil Co., Owen A. Wood, Prest.; erect \$20,000 filling station; white stucco; green tile roof.

Tex., Longview—Automobiles.—Threone Taxo Co., inceptd.; capital \$5000; T. B. Rosson, Halie Rosson, Blanche Rosson.

Tex., Paris—Automobiles.—Reed Motor Co. inceptd.; capital \$15,000; E. R. Smith, A. M. Reed, T. H. Faulkner.

Tex., San Antonio—Motors.—Bexar Motor Sales Co. inceptd.; capital \$15,000; Theo. Dabner, Jr., E. H. Gettschalk, Jno. H. Cunningham.

Va., Winchester—Tires.—Harloe Tire Co. inceptd.; capital \$500,000; Morton Harloe, Winchester; I. Newton King, Clifton Station, Va.; M. Butler, Wilmington, Del.

W. Va., Clarksburg—Automobiles.—Greater Clarksburg Transit Co. chartered; capital \$25,000; Charles Vekrant, Clarksburg; Ernest Love, A. N. Love; both East Clarksburg.

W. Va., Martinsburg—Garage.—Stephen Bowers; erect garage; 2-stories and basement; 99x55 ft.; Richard R. Fuller Co., Contr.; C. E. Kent, Archt., 712 N. Queen St.

W. Va., Pennsboro—Automobiles.—J. W. Ankrom; erect garage.

### Road and Street Construction.

Ala., Luverne—Crenshaw County Commrs.; grade and surface with sand-clay 7.50 mi. road from Dozier; 10,000 sq. yds. sand-clay surfacing; bids until June 21; R. L. Kenan, Engr., Selma, Ala. (See Machinery Wanted—Road Construction.)

Ala., Scottsboro—Town, J. W. Woodwall, Clk.; construct 150,000 sq. ft. cement sidewalks; bids until June 17. (See Machinery Wanted—Paving.)

Ark., Dermott—Bennett, Jerome and Robinson Road Improvement Dist. of Drew, Chicot and Ashley Counties; G. C. Robinson, Secy. Commrs.; construct 28.35 mi. road; bridges; bids until June 22; Ford & MacCrea, Engrs., 326 Gazette Bldg., Little Rock, Ark. (See Machinery Wanted—Road Construction.)

Ark., Forrest City—St. Francis County Commrs. Road Improvement Dist. 5, B. C. Friar, Secy., Hughes, Ark.; construct 5½ mi. gravel road; bids opened June 3; L. C. Tor-

rence, Engr., Forrest City, Ark. (See Machinery Wanted—Road Construction.)

Ark., Paragould—Hazelwood Road Improvement Dist. No. 2 of Greene County, Orville Thompson, Secy.-Treas. Commrs.; construct 22 mi. roads; bids opened; W. R. Heagler & Sons, Engrs.

Fla., Palmetto—City; pave streets; vote June 22 on \$10,000 bonds. Address The Mayor.

Fla., Perry—City; pave streets; construct sewers, water systems, etc.; voted \$225,000 bonds. Address The Mayor.

Fla., St. Augustine—St. John's County Commrs., Obe P. Goode, Clk.; construct 112 mi. hard-surfaced roads and 8000 ft. concrete bridges, former costing \$1,582,908; let contract to E. P. Maule and B. Ackerman (joint bidders), Titusville, Fla., for road construction; these contracts contingent upon result of election on \$2,500,000 bonds. Lately noted inviting bids. (See Bridges, Culverts Viaducts.)

Fla., Orlando—Orange County Commrs.; construct brick road from Orlando to St. Johns River; vote on \$750,000 bonds.

Fla., Titusville—Brevard County Commrs.; Titusville Dist.; construct hard-surfaced road from Indian River to west county line; bonds voted.

Ga., Cochran—City, F. S. Abell, Clk.; construct 7500 sq. yds. plain cement concrete paving and 3000 lin. ft. concrete curb on Second St.; bids until June 15; Thomas F. Bowe, Consulting Engr., Murrah Bldg., Columbus, Ga. (See Machinery Wanted—Paving.)

Ga., Newnan—Coweta County Commrs.; pave 8 mi. road; concrete; grade and soil 20 mi.; \$300,000 available; bids until June 16. Supersedes recent item. (See Machinery Wanted—Road Construction.)

Ga., Ringold—Catoosa County Commrs.; construct roads; voted \$100,000 bonds.

Ky., Mt. Sterling—Montgomery County Commrs.; construct roads; vote July 10 on \$300,000 bonds.

Ky., Owensboro—City, E. B. Shifley, City Engr.; construct 1100 sq. yds. bituminous or asphaltic concrete paving; broken stone base; Andrews Asphalt Paving Co., Contr., Hamilton, Ohio. (Lately noted inviting bids.)

La., Opelousas—Suprvs. Road Dist. 1, Sixth Police Jury Ward, St. Landry Parish, Gustave Eussell, Chrmn.; improve roads; 65,000 cu. yds. earth embankment; 82,000 ft. timber bridges; 1500 lin. ft. pipe; bids until June 8; A. G. Munding, Engr., Baton Rouge, La. (See Machinery Wanted—Road Construction.)

Miss., Clarksdale—Coahoma County Suprvs.; construct 10.7 mi. State trunk road between Clarksdale and Tunica; Federal Aid Project 49; 93,800 sq. yds. concrete surfacing; bids until June 25; Xavier A. Kramer, State Highway Engr., Jackson, Miss. (See Machinery Wanted—Roads Construction.)

Miss., Cleveland—Bollivar County Highway Commrs. Shaw Road Dist.; construct 4.47 mi. State Trunk road between Cleveland and Leland; Federal-aid Project No. 81; 9323 cu. yds. gravel; 5736 lbs. reinforcing steel; bids until June 15; Xavier A. Kramer, State Highway Engr., Jackson, Miss. (See Machinery Wanted—Road Construction.)

Miss., Fayette—Jefferson County Suprvs.; construct 35.2 mi. road from Copiah county line to Adams county line; Federal-aid Project No. 84; \$307,378.26; Noble Construction Co., Contr.

Miss., Laurel—City, F. A. Smallwood, Clk.; improve streets and water-works; vote June 11 on \$50,000 bonds. (Supersedes recent item.)

Miss., Poplarville—Pearl River County Suprvs., H. K. Rouse, Clk.; construct 12.98



mi. road between Poplarville and Lumberton; 20,340 cu. yds. gravel; bids until June 10; Xavier A. Kramer, State Highway Engr., Jackson, Miss. Supersedes recent item. (See Machinery Wanted—Road Construction.)

Miss., Yazoo City.—Yazoo County Comms.; construct 4½ mi. Panther Creek Rd.; concrete; \$130,000; Federal-aid \$65,000; Xavier A. Kramer, State Highway Engr., Jackson, Miss.

Mo., St. Joseph.—Buchanan County Commissioners; pave 20.02 mi. St. Joseph-Atchison road; 18 ft. wide; asphalt or cement-concrete surfacing; bids opened May 31; J. D. Mohler, Engr., 1522 S. 25th St.

Mo., Stockton.—Cedar County Comms.; construct roads; voted \$8000 bonds.

N. C., Clinton.—Town, H. A. James, Clk.; pave streets; install sewer and water systems; \$50,000 bonds.

N. C., Pittsboro.—Chatham County Comms., W. H. Ferguson, Chmn.; clear and grade 9.5 mi. road from Moores Bridge to Wake County line; bids until June 14; Spinks & Edwards, Engrs., Masonic Temple, Winston-Salem, N. C. (See Machinery Wanted—Road Construction.)

N. C., Smithfield.—Johnston County Commissioners, Ezra Parker, Secy. Road Trustees; construct roads in Banner Township; \$25,000 bonds.

Okla., Ada.—City Comms.; construct 101,000 sq. yds. rock asphalt paving; 55,000 sq. yds. plain concrete paving; \$900,000; bids until June 10; plan \$1,250,000 paving during year; Johnson & Benham, Conslt. Engrs., Firestone Bldg., Kansas City, Mo., and New York. Lately noted. (See Machinery Wanted—Paving.)

Okla., Mangum.—City, G. F. Border, Mayor; pave business section; asphalt and concrete; Municipal Excavating Co., Contr., Oklahoma City; Johnson & Benham, Conslt. Engrs., Firestone Bldg., Kansas City, Mo. (Lately noted inviting bids.)

Okla., Stroud.—City, J. A. Hadley, Mayor; pave streets in Dist. 1; brick blocks; \$56,753.99; Connelley Construction Co., Contr., Oklahoma City; Johnson & Benham, Conslt. Engrs., Firestone Bldg., Kansas City, Mo., and New York. (Lately noted inviting bids.)

S. C., Florence.—Florence County Comms.; construct roads; vote June 22 on \$45,000 bonds.

S. C., Spartanburg.—City; pave streets; contemplates \$100,000 bonds. Address The Mayor.

Tenn., Covington.—City, J. J. Green, Mayor; pave 3 mi. streets; limestone and rock asphalt; vote June 25 on \$150,000 bonds; Walter Daniel, Engr. Lately noted. (See Machinery Wanted—Road Machinery.)

Tenn., Lexington.—Henderson County Comms.; construct roads; vote June 12 on \$350,000 bonds.

Tenn., Morristown.—City; improve streets in Dists. 14, 15, 16 and 18; \$221,500 bonds. Address The Mayor.

Tex., Bay City.—Matagorda County Commissioners; construct 10 mi. hard-surfaced road; \$50,000 available.

Tex., Boston.—Bowie County Comms.; construct roads in Dists. 3 and 4; \$150,000 bonds.

Tex., Franklin.—Robertson County Comms.; grade, gravel, surface and erect reinforced concrete and steel bridges and culverts on 18 mi. Highway 14; L. Acker, Engr., Nacogdoches, Tex.

Tex., Jourdan.—Atascosa County Commissioners; grade, gravel, surface and drain 13.47 mi. Highway 2; Lone Star Engineering Co., Engr., National Bank of Commerce Bldg., San Antonio, Tex.

Tex., Houston.—Harris County Comms.; gravel surface 4 mi. Humble road; Highway

35, 16 ft. wide; Smith & James, lowest bidder at \$13,760.

Tex., Sherman.—Grayson County Comms., A. S. Noble, Auditor; construct roads in Tom Bean Dist. and Celtic community; \$100,000 available; W. P. McCoy, Contr., Arlington; bids opened June 16 for roads in Gunter and Southmayd Dists.; \$289,000 available.

Tex., Linden.—Cass County Comms.; grade, gravel surface and drain 9.69 mi. Highway 1 from Morris County; contract to Smith Bros. and Healey Construction Co., care of Smith Bros., Crockett, Tex.

Va., Hillsville.—Carroll County Comms.; construct hard-surfaced roads; voted \$300,000 bonds.

Va., Madison.—Madison County Comms.; improve roads; voted \$263,000 bonds.

W. Va., Elkins.—City, A. M. Fredlock, Mayor; defeated \$172,000 street-paving bonds. (Lately noted to vote May 22.)

W. Va., Harrisville.—Ritchie County Commissioners; grade and drain earth road in Union Dist.; 3.18 mi.; Section A, State Project No. 1093; bids until June 7; H. J. Grathwol, Road Engr. (See Machinery Wanted—Road Construction.)

W. Va., Madison.—Boone County Comms.; grade roads and erect bridges; in Washington Dist.; vote June 10 on \$146,000 bonds; plan \$140,000 bonds in Scott Dist.

W. Va., St. Albans.—City, L. A. Edward, Clerk; construct 2000 sq. yds. paving on 5th Ave., 2070 lin. ft. curb and gutter; 1100 sq. yds. paving on Pennsylvania Ave., 560 lin. ft. curb and gutter; 1851 sq. yds. cement-concrete pavement on 8th Ave.; bids until June 22; J. M. Oliver, City Engr. (See Machinery Wanted—Paving.)

W. Va., Union.—Monroe County Comms.; construct roads in Red Sulphur Springs Road Dist.; contemplates \$66,000 bonds.

### Sewer Construction.

D. C., Washington.—District of Columbia Comms., 509 District Bldg., Louis Brownlow, Chas. W. Kutz; construct 2150 lin. ft. 3-ft. x 3-ft. 9-in. to 4-ft. 6-in x 4-ft. 6-in. brick and concrete sewer; bids until June 14. (See Machinery Wanted—Sewer Construction.)

Fla., Monticello.—City, Jno. H. Shuman, Clerk; install sewer system; vote June 15 on \$14,000 bonds. (Lately noted.)

Fla., Perry.—City; construct sewer and water systems; pave streets; voted \$225,000 bonds. Address The Mayor. (Lately noted.)

Ga., Cochran.—City, J. C. Urquhart, Mayor; construct 25,000 ft. vitrified pipe sewers and septic tank; bids until June 15; Thos. F. Bowe, Inc., Conslt. Engr., Murrah Bldg., Columbus, Ga. (See Machinery Wanted—Sewer Construction.)

Mo., Jefferson City.—City; construct 3650 lin. ft. 8-in. sanitary sewer; \$9,708; L. F. Brown, City Engr.; Thos. Kierns, Contr., 223 E. Main Street. (Lately noted bids until May 27.)

Mo., Mexico.—City; construct sewage-disposal plant; \$25,000 bonds. Address The Mayor.

N. C., Clinton.—Town, H. A. James, Clk.; install sewer and water systems; pave streets; \$50,000 bonds.

N. C., Selma.—City, C. A. Corbett, Mayor; construct sanitary sewer system; lay 5-mi. 8 to 15-in. vitrified pipe sewers; bids until June 15; Wm. M. Platt, Engr., Durham, N. C. (See Machinery Wanted—Sewer Construction.)

N. C., Weldon.—Rosemary Mfg. Co.; install 300 septic tanks; Cement Products Co., Contr., Wilmington, N. C.

S. C., Spartanburg.—City; construct and

extend sewers; contemplates \$50,000 bonds. Address The Mayor.

W. Va., Elkins.—City, A. M. Fredlock, Mayor; defeated \$26,800 sewer bonds; Roberts Engineering Co., Conslt. Engr., Charleston, W. Va. (Lately noted to vote May 22.)

### Shipbuilding Plants.

Ky., Frankfort.—Dry Docks.—Beattyville Co.; establish dry dock; build, dock and repair boats and barges.

### Telephone Systems.

Fla., Tampa.—Peninsular Telephone Co., Telephone Bldg., W. G. Brorin, Mgr.; erect 1-story 30x40-ft. building, \$6000; 1-story 40x50-ft. building, \$10,000; fireproof construction; install automatic equipment; C. F. Aulick, Contr. (Lately noted under Hyde Park.)

Md., Baltimore.—Chesapeake & Potomac Telephone Co., A. E. Berry, Prest., 5 Light St.; erect automatic exchange; \$2,000,000 for site and plant; contemplated.

Okla. Hominy.—Hominy Telephone Co. (lately noted inceptd.) organized; W. E. Schwaba, Mgr.; install telephone poles and cable. (See Machinery Wanted—Telephone Poles, etc.)

Tex., Fort Worth.—Southwestern Telegraph & Telephone Co., H. G. Brickhouse, local Mgr.; expend \$500,000 on telephone system as follows: Underground conduit and cable system, aerial cable and wire construction at Rosedale exchange, \$150,000; 9 additional exchange positions, 1400 additional lines, \$66,000; underground conduit and cable system, aerial cable and wire construction at Prospect exchange, \$10,000; additional positions and raising exchange building roof, \$36,000; underground trunk cable at Lamar-Prospect exchange, \$55,000; additional subway main underground cable, etc., at Lamar exchange, \$57,400; 9 additional positions, 560 lines, \$65,000; cafe and restroom, etc., \$12,000; office building additional service at Polytechnic exchange, \$20,000.

### Textile Mills.

Ga., Barnesville.—Underwear.—Collier Mills, J. C. Collier, Prest.; install additional new mchy; erect bleachery; construct mill village.

Md., Hagerstown.—Woolen Products.—Royal Woolen Mills Co. inceptd.; capital \$20,000; Jno. B. and Kathryn C. Sheets, W. E. Conner.

N. C., Concord.—Hosiery Yarns.—White-Parks Mill Co.; increase from 2000 to 4000 spindles; mchy. ordered.

N. C., Newton.—Cotton Yarn.—City Cotton Mills Co. organized; capital \$500,000; E. S. Shelby, Prest. and Gen. Mgr.; W. E. Bacon, Engr.-Archit.; erect \$75,000 frame building; install 5000 spindles; purchased \$125,000 mchy.; steam power; weekly capacity 8000 lbs. yarn. Lately noted inceptd. (See Machinery Wanted—Boilers; Engine; Lumber.)

N. C., Spindale.—Colored Cotton Cloth.—Stonecutter Mills Co., K. S. Tanner, Treas.; erect 1-story 420x157-ft. weave shed; mill construction; 2-story 252x100-ft. mill building; reinforced concrete construction; individual motors; install 20,000 spindles, 500 looms, dyeing and finishing mchy.; build village; J. E. Sirrine, Archt.-Engr.; Potter & Shackelford, Contrs.; all Greenville, S. C. (Lately noted organized, capital \$2,000,000, build 20,000-spindle mill, etc.)

N. C., Winston-Salem.—Underwear.—P. H. Hanes Knitting Co.; increase capital from \$6,000,000 to \$8,250,000; erect 6-story building; concrete.

S. C., Greenville.—Wide Cloth, etc.—F. W. Poe Mfg. Co.; increase capital from \$1,000,000 to \$2,000,000.

S. C., Tucapau.—Print Cloth.—Tucapau

In writing to parties mentioned in this department, it will be of advantage to all concerned if the Manufacturers Record is mentioned.

Mills; increase capital from \$300,000 to \$1,000,000.

Va., Hopewell—Artificial Silk.—Tubize Silk Corp. of America, care Wm. A. Reed & Co., 1421 Chestnut St., Philadelphia, Pa.; establish mill; mfr. artificial silk.

Va., Petersburg—Cotton Cloth.—Pocahontas Cotton Mills, F. L. Robbins, Prest.; erect weaveroom; install 300 40-in. automatic looms; increase weekly output from 15,000 to 30,000 lbs. cloth. (Lately noted add looms.)

W. Va., Shinnston—Silk.—Shinnston Silk Mills, M. A. Hartman, Mgr.; erect 2-story 92x49-ft. silk mill; Riley & Riley, Gen. Contrs.

### Water-Works.

Fla., Perry.—City; construct water and sewer systems; pave street; voted \$225,000 bonds. Address The Mayor. (Lately noted.)

Ga., Louisville.—City; rebuild burned water-pumping station and electric-light plant; loss \$20,000. Address The Mayor.

Ga., Milledgeville.—City; install water-works; \$91,500 bonds. Address The Mayor.

Md., Cumberland.—City, Mayor Koon; improve water-works; voted \$750,000 bonds. (Lately noted contemplated.)

Miss., Laurel.—City, Goode Montgomery, Mayor; extend water-works; daily capacity 500,000 gals. construct deep well; 1 mi. 6-in. mains; total cost \$30,000; Frank Ross, Engr. (Lately noted to vote June 15 on bonds.)

Mo., Moberly.—City; construct pumping station and filtering plant, dam and reservoir; bids about June 15; Fuller & Beard, Engrs., Chemical Bldg., St. Louis, Mo. (Lately noted issue bonds.)

N. C., Clinton.—Town, H. A. James, Clk.; install water and sewer systems; pave streets; \$50,000 bonds.

Okl., Madill.—City Commrs.; extend water-works; construct dam and pumping station at Mill Creek; 150,000-gal. capacity elevated tank and system of distributing mains to city; bids until June 11; Johnson & Benham, Constl. Engrs., Firestone Bldg., Kansas City, Mo. Lately noted bids in June. (See Machinery Wanted—Water-works Construction.)

S. C., Anderson.—Gluck Mills, W. Z. McCue, in charge; improve water and electric-light systems; \$150,000.

S. C., Charleston.—Treasury Dept., Washington, D. C.; install water supply system and lighting plant at United States Quarantine Station; \$18,459; J. R. Proctor, Inc., Contr., 74 Cortlandt St., New York. (Lately noted bids until Apr. 15.)

Tex., Barstow.—City; install water-works; Chamber of Commerce interested.

Tex., Galveston.—Geo. E. Robinson, Commr. Water-Works and Sewerage; construct 1,750,000-gal. reservoir, adjoining present one; steel or concrete; invites bids.

Tex., La Porte.—St. Mary's College; erect water tower and power-house.

Va., Quantico.—Bureau Yards & Docks, Navy Dept., Washington, D. C.; plans laying 16-in. cast-iron water supply main at Marine Barracks; \$240,000.

W. Va., Elkins.—City, A. M. Fredlock, Mayor; defeated \$90,300 water-works bonds; Roberts Engineering Co., Constl. Engr., Charleston, W. Va. (Lately noted to vote May 22.)

### Woodworking Plants.

Ark., Zinc—Staves.—Mount Olive Stave Co., Batesville, Ark.; establish stave mill.

Fla., Hastings—Barrels.—McGuire Fertilizer & Phosphate Co., C. L. Brown, Agent; erect co-operative barrel factory. (See Fertilizer Factories.)

Fla., Longwood—Crates.—Seminole Crate Co., Orlando, Fla. (lately noted inceptd., capital \$5000), organized; W. M. Reinau, Mgr.; install woodworking mch.; mfr. fruit and vegetable crates. (See Machinery Wanted—Woodworking Machinery.)

Ga., Atlanta—Furniture.—Zaban Furniture Co. inceptd.; capital \$50,000; M. M. Rhodes, Memphis, Tenn.; J. A. Carroll, Birmingham, Ala.

Ga., Savannah—Wheels.—Smith & Kelly; erect one-story wheelwright shop; P. Rabey, Contr.

Ga., Valdosta—Staves, etc.—Valdosta Timber Co.; establish plant; mfr. tobacco slats, heads and staves.

Ky., Hazard—Staves.—La Font & Kramer; erect stave plant; purchased 18,000-acre timber tract.

N. C., Creswell—Barrels.—Peoples Milling Co. inceptd.; capital \$50,000; C. F. and Joe Woodley, S. B. Phelps; has building; install truck, barrel and milling mch. (See Machinery Wanted—Barrel Machinery; Milling Machinery.)

N. C., High Point—Record Cabinets.—Eject-O-File Co., E. M. Howard, Mgr.; erect 50,000-sq.-ft. plant; mill construction; install \$100,000 equipment; J. O. Clemus, Contr.; daily capacity 200 cabinets. (Lately noted to rebuild burned plant.)

N. C., Wilmington—Cabinet Work.—H. W. Hoyer; acquired established plant; install additional mch.

S. C., Barnwell—Crates, etc.—Sherwood Lumber & Mfg. Co., R. R. Moore, Mgr.; erect plant; construction by B. S. Moore; install planing, heading, crate, veneer, stave mch.; all purchased except planing mill. (Lately noted inceptd., capital \$50,000.)

Tex., Fort Worth—Trailer Bodies.—E. H. Buie Body and Trailer Works inceptd.; capital \$50,000; E. H. Buie, V. N. Parris, N. J. Morgan.

Tenn., Greenville—Ladders.—Greenville Folding Ladder Co. inceptd.; capital \$100,000; Frank M. de Saussure, Jr.

Tex., San Antonio—Caskets.—American Casket Co., 506 Frost Bldg. (lately noted inceptd., capital \$300,000), organized; William L. Stiles, Prest.; A. J. Cohea, V.-P. and Mgr.; Joseph

A. Smith, Secy-Treas.; erect first unit of plant; one story 100x180 ft. building; mill work, brick walls, cement floor; John C. Dielmann & Sons, Contrs.; Leo M. L. Dielmann, Archt.; William V. Dielmann, Const. Engr.; install woodworking mch. to mfr. coffins, caskets, etc.; later to erect main building, 3-story; fireproof construction; 200,000 ft. floor space. (See Machinery Wanted—Woodworking Machinery.)

### Fire Damage.

Fla., St. Petersburg.—Carter Mfg. Co.'s plant; loss \$70,000.

Ga., Albany.—Albany Milling Co.'s plant; loss \$50,000.

Ga., Edison.—Edison Oil Co.'s peanut-oil plant.

Ga., Louisville.—City electric-light plant and water-pumping station; loss \$20,000. Address The Mayor.

Ky., Middlesboro.—John Morgan's residence; loss \$10,000.

N. C., Beulaville.—D. C. Thigpen's Hotel and store, loss \$50,000; Dr. D. W. Kennedy's drug store.

N. C., Roxboro.—Roxboro Cafe; Geo. L. Raiff and Garrett & Co.'s stores.

N. C., Spring Hope.—Edward & Griffin's market; Geo. A. Wheeler's store; Upchurch Shoe Store; Mrs. Albert Bunn's millinery store; loss \$100,000.

Okl., Cushing.—Inland Refinery's pressure stills, loading rack and tank cars; loss \$100,000.

Tex., Bonham.—Bonham Steam Laundry's plant; loss \$25,000.

Tex., Harrisburg.—Collins Bldg., on Broadway; loss \$18,000.

Tex., Prairie Lea.—McKean Bros. Mercantile Co.'s store; loss \$10,000.

Tex., Wharton.—Texas Gas & Electric Co.'s plant; main office, Houston.

Va., Fredericksburg.—Enon Baptist Church. Address The Pastor.

W. Va., Buckhannon.—Equitable Window Glass Co.'s plant; loss \$90,000.

W. Va., Welch.—Hill Motor Co., Moore-Summers Hardware Co., C. A. Smiley & Co.'s buildings; Hopewell Hotel.

## BUILDING NEWS

EXPLANATORY.

Buildings costing less than \$10,000 not covered in these reports.

### BUILDINGS PROPOSED

#### Apartment-Houses.

Ga., Macon.—Jordan Realty Co.; erect 2-story apartment-house, 920 College St.; \$12,000.

Ga., Savannah.—G. M. Williams & Co.; erect 2-story apartment-house, Habersham St.

La., New Orleans.—Cicero Ramsey; promoting company to erect apartment-house, St. Charles Ave.; 8 or 10 stories; fireproof.

Md., Hagerstown.—H. E. Baker, 20 W. Antietam St.; erect \$20,000 apartment-house and showroom; Fred Mack, Archt., Megley Bldg.

Tex., Houston.—Harris Masterson, Jr., Drew and Bagby Sts.; erect \$20,000 apartment-house; 2 stories; frame and stucco.

#### Association and Fraternal.

La., Lake Charles.—Masonic Order; erect \$125,000 building, Hodges St.; 55x150 ft.; 3

stories; reinforced concrete, steel, brick, tile and slate; slate roof; concrete floors; heating, \$3500; lighting, \$4000; sidewalks, \$4500; Edw. F. Nield, Archt., Shreveport; Knapp & East, Contrs., Lake Charles.

Md., Ellicott City.—La Salle Council, No. 290, Knights of Columbus, Wm. H. Mahon, Secy.; erect building.

Miss., Heidelberg.—Ancient Free and Accepted Masons, and Woodmen of the World; erect hall.

Tex., Cleburne.—Ancient Free and Accepted Masons, Wm. James, Past Master; plan to erect temple.

Tex., Matagorda.—Matagorda Lodge, No. 7, A. F. & A. M., W. E. McNabb, Chrmn. Bldg. Com.; bids until June 20 to erect 2-story brick-and-tile building; plans and specifications at office R. A. Robinson, Supply Mgr., Texas Gulf Sulphur Co., Gulf, Tex.

In writing to parties mentioned in this department, it will be of advantage to all concerned if the **Manufacturers Record** is mentioned.

**Bank and Office.**

Ala., Dothan.—Faulkner-Barnes Milling Co.; erect office building and warehouse, N. St. Andrews St.

Ala., Vina.—Vina Banking Co.; erect 2-story brick building; receiving bids.

Md., Leonardtown.—First National Bank of St. Mary's, L. S. Sterling, Cash.; erect \$60,000 building; 2 stories; 35x42 ft.; brick and reinforced concrete; burglar-proof vault; steel sash; slate or tile roof; probably hot-water heat; tile floors; marble base; stone or terracotta exterior trim; Robt. L. Harris, Archt., Calvert Bldg., Baltimore, ready for sub-bids about June 15; Enoch B. Abell, Leonardtown, Chrmn. Bldg. Com.

Md., Upper Marlboro.—Eastern Shore Trust Co., Cambridge, Md.; erect \$25,000 bank building lately noted; 28x45 ft.; 1 story and basement; brick; slate roof; wood, concrete and tile floors; vapor heat; B. Wesley Crawford, Supt. of Construction under supervision Robt. L. Harris, Archt., Calvert Bldg., Baltimore, who is taking sub-bids on all work; plans and specifications at office Mr. Harris and J. C. Mattingly, 344 D St. N. W., Washington, D. C. (See Machinery Wanted—Building Material.)

Mo., St. Joseph.—Mechanics' State Bank; expend \$15,000 to remodel building, 5th and Francis Sts.; 2 stories and basement; brick; stone trim; R. & E. R. Meier, Archts., Lincoln Bldg.

Tenn., Memphis.—Cottonseed Oil Mill, W. B. Potts, Prest., Kosciusko, Miss.; probably erect office building this summer.

Tex., Pecos.—First National Bank; erect fireproof building; 50x100 ft.; 2 stories; face brick; stone trim; hardwood interior trim; hardwood doors; David S. Castle, Archt., Abilene, Tex.; considering bids. (Lately noted.)

Tex., San Antonio.—A. S. Whitten, 421 Hicks Bldg.; promoting organization \$2,000,000 Petroleum Bank; erect 14-story-and-basement steel-frame bank and office building; 100x125 ft.; \$1,500,000; Leo M. J. Dielmann, Archt., 296 Commerce St.

Tex., Telephone.—Telephone State Bank; erect brick building.

**Churches.**

Ark., Searcy.—Christian Church, J. R. Caldwell, Trustee; erect building, Market and Main Sts.

D. C., Washington.—St. Patrick's Catholic Church; erect \$50,000 building, 10th and G Sts. N. W.; 1 story; stone; bids about June 15; Moore & Blakesley, Archts., Colorado Bldg.

Fla., Tampa.—First Presbyterian Church, Ack St.; erect building; Spanish renaissance style; auditorium, Sunday-school and parsonage; F. O. Adams, Jr., Archt.

Ga., Augusta.—Bethel A. M. E. Church; repair church and erect parsonage, 9th and D'Antignac Sts.; \$10,000; church, brick; parsonage, brick and white tile; J. A. Lankford, Archt.

Ky., Berea.—Christian Church; erect \$30,000 building; 2 stories and basement; 46x86 ft.; brick and stone; W. K. Hagen & Son, Archts., First National Bank Bldg., Paris, Ky.

Ky., Lebanon.—Methodist Church, Rev. J. Akin, Pastor; erect building.

La., Lake Arthur.—M. E. Church South, Rev. S. L. Briggs, Pastor; erect \$40,000 brick building, 1st St. and Commercial Ave.

Miss., Meridian.—Presbyterian Church; erect \$12,000 building, Oakland Heights; 1 story and basement; 50x72 ft.; Burt Stuart, Archt.

Miss., West Point.—Methodist Church; erect

building; Waters & Tarwater, Archts., Knoxville, Tenn.

N. C., Charlotte.—Church of Christ, Rev. Jno. E. Kelinger, Pastor; erect building.

N. C., Salisbury.—St. Luke's Episcopal Church; erect \$30,000 to \$50,000 parish-house; Sunday-school rooms, swimming pool, etc. Address The Rector.

Okla., Oklahoma City.—Central Presbyterian Church, Rev. C. V. Crabb, Pastor, Y. M. C. A.; erect \$20,000 addition to building; 1 story and basement; 30x50 ft.; brick and stone trim; composition and shingle roof; Bailey & Alden, Archts., 1297 Coleord Bldg.

Okla., Tulsa.—First Baptist Church, Fourth and Cincinnati Sts.; improve building to include stuccoing, interior decoration, additional heating plant, etc. Address W. O. Anderson. (Lately noted.)

Tex., Dallas.—Trinity Presbyterian Church, 112 Cumberland St.; erect \$10,000 parsonage; 2 stories; frame; 12 rooms. Address The Pastor.

Tex., Houston.—Tuam Baptist Church, Rev. M. M. Wolfe, Pastor; erect temporary frame building pending erection \$250,000 to \$300,000 structure.

Va., Richmond.—Broad Street Methodist Church, Rev. Fred R. Chenault, Pastor; erect community church, auditorium, Sunday-school room, recreation-room, social service room, etc.

W. Va., Grafton.—Christian Church, Rev. R. B. Miller, Pastor; erect \$25,000 building, Yates Ave. and Beech St.; brick; A. Breternitz, Archt., Fordyce Bldg. (Previously noted.)

**City and County.**

Fla., Miami.—Fire Station, etc.—City, W. P. Smith, Mayor; votes July 6 on \$400,000 bonds to improve docks; \$100,000 bonds to erect 3 wards, operating-room, nurses' dormitory to city hospital; \$25,000 to erect fire station, South Side; \$5000 for extension of fire-alarm system; \$5000 to alter central fire station. (Lately noted.)

Ga., Atlanta.—Fire Station.—City, J. N. Landers, Purchasing Agent; erect building; bids opened June 1; N. S. Hamilton, Archt. (Previously noted.)

Md., Laurel.—Community Hall.—City; erect \$25,000 fireproof memorial community hall. Address The Mayor.

**Courthouses.**

Ky., Frankfort.—Franklin County, N. B. Smith, Judge; repair courthouse and jail; L. L. Oberwarth, Archt.; bids opened June 9.

S. C., Allendale.—Allendale County Comms.; to erect courthouse; \$100,000 bonds voted.

W. Va., New Cumberland.—Hancock County Comms.; call election latter part of June on \$100,000 bonds to erect courthouse. (Previously noted.)

**Dwellings.**

Ala., Albany.—J. L. Echols; erect \$20,000 residence.

Ala., Birmingham.—Reid-Ford Real Estate & Insurance Co.; erect 8 frame dwellings, 13th St.; \$16,000.

Ala., Selma.—Chamber of Commerce; promoting house-building company; capital \$50,000; erect cottages in units of 10.

Fla., Miami.—W. H. Ebsary; erect \$10,000 residence, Boulevard at Pershing Court.

Ga., Augusta.—Mrs. Grace Perkins; erect 2 frame bungalows; \$10,000.

Ga., Atlanta.—Mrs. Nora G. Webb; erect 2 one-story dwellings; brick veneer; \$15,000; day work.

Ga., Savannah.—W. H. Stillwell; erect 2-story dwelling, E. 45th St.; day work.

Ky., Lexington.—S. D. Mitchell; expend \$12,000 to remodel residence near Lexington; 2 stories and basement; brick; Geo. L. Oberwarth, Archt., 515 Ann St., Frankfort, Ky.

La., Baton Rouge.—Simms & Chapman; erect \$14,000 residence; 2 stories and basement; 30x40 ft.; brick veneer; composition shingle roof; Aurelius-Swanson Co., Archt., First National Bank Bldg., Oklahoma City, Okla.

Md., Cumberland.—T. W. Biddle, Archt.; preparing plans to erect 10 two-story dwellings, Camp 6, Bella Bedford; 18x35 ft.; brick; \$40,000.

Md., Edgemoor.—Walter Tuckeman, Bethesda, Md.; erect \$11,000 residence; 2 stories; hollow tile; stucco; hot-air heat; electric lighting; Cutler & Woodbridge, Archts., 391-03 Mutual Fire Insurance Bldg., Washington, D. C.

Md., Hagerstown.—F. J. Mack, Archt., Negley Bldg.; preparing plans to erect \$10,000 residence; 2½ stories; frame.

Mo., Fulton.—Wood Black Dept. Store, Court St.; erect \$10,000 residence; 2 stories; 37x60 ft.; brick and stone; W. S. Epperson, Archt., Daily News Bldg., Canton, O.

Mo., Kansas City.—Henry R. Ostrom, 4101 Forest Ave.; erect 2 residences; 2 stories and basement; 31x35 ft.; frame and stucco; shingle roof; \$18,000; plans and construction by owner.

Mo., St. Louis.—E. Preisler, Archt., Title Guaranty Bldg.; preparing plans to erect \$12,000 residence, Magnolia and Lawrence Sts.; 2 stories and basement; 35x29 ft.; brick.

Mo., St. Louis.—Mrs. Elizabeth Belz, 3424 Longfellow Blvd.; erect \$10,000 residence and garage; 1½ stories; 30x30 ft.; brick; Maritz & Henderson, Archts., Chemical Bldg.

N. C., Lexington.—C. M. Wall, 5th Ave. and State St.; remodel residence; \$15,000.

Okla., Oklahoma City.—Mrs. Edith Riggan, 3000 Classen Blvd.; erect \$15,000 residence; 2 stories and basement; 33x36 ft.; frame; face brick piers and columns; shingle roofing; Aurelius-Swanson Co., Archt., 1006 First Natl. Bank.

Okla., Oklahoma City.—Oscar White; erect 2 frame dwellings, 2021 W. 14th St. and 2027 W. 16th St.; \$10,000.

Tenn., Jackson.—Barnett, Haynes & Barnett, Archts., Century Bldg., St. Louis; preparing plans to erect 3 dwellings; 2½ stories; 50x100 ft.; brick; semi-fireproof.

Tenn., Memphis.—Bernard L. Cohen; erect \$10,700 residence, 249 Avalon St.; 1 story; 6 rooms; frame.

Tenn., Memphis.—Mrs. A. H. Maassen; erect \$16,200 residence, 1817 N. Parkway; 1 story; 9 rooms; frame.

Tex., Amarillo.—O. K. Gilvin; erect \$12,500 residence, 708 W. 17th St.

Tex., Austin.—R. A. Cox, 3200 Guadalupe St.; erect \$25,000 residence; 2 stories and basement; 40x60 ft.; brick and stucco; H. F. Kuehne, Archt., 824 Littlefield Bldg.; construction by owner.

Tex., Dallas.—Mrs. Delle Bell, 5900 Victor St.; erect \$10,000 cottage; 7 rooms; brick veneer.

Tex., Dallas.—Orville Sharp, 1723 Bennett St.; erect \$20,000 residence; brick veneer; 10 rooms.

Tex., Fort Worth.—Fort Worth Building Co.; erect 2 residences, Hillcrest Ave.; brick veneer; \$22,000.

Tex., Ft. Worth.—General Engineering Co.; erect 4 frame residences; \$25,000.



Tex., San Antonio.—George Maverick; erect residence, Broadview.

Tex., San Antonio.—Ed C. Lasater; remodel and erect addition to residence, Queensborough St.; \$12,000.

Va., Lynchburg.—Dr. F. M. Perrow, Church St.; erect \$10,000 residence, Rivermont; 30x26 ft.; 2 stories; frame; Craighill & Cardwell, Archts., People's Bank Bldg.

W. Va., Charleston.—T. Brooks Price; erect \$30,000 residence and garage; 40x60 ft.; 2½ stories; Dennison & Hiron, Archts., 475 5th Ave., New York; take bids about June 15.

### Government and State.

D. C., Anacostia.—Storehouse.—Bureau of Yards and Docks, Navy Dept., C. W. Parks, Chf., Washington; taking bids to erect storehouse, etc.; \$226,000.

D. C., Washington.—Laboratory.—Treasury Dept., Jas. A. Wetmore, Act. Supervising Archt.; bids until June 22 for furnishing labor to construct with material furnished by Government extension to animal-house for Hygienic Laboratory, U. S. Public Health Service; drawings and specifications obtainable from office Supervising Archt. (See Machinery Wanted—Building Material; Composition Roofing; Sheet-Metal Work; Painting; Plumbing; Electric Work; Miscellaneous Iron Work.)

N. C., Morganton.—Postoffice.—Pitts & Giles, Glen Alpine, N. C.; erect building, Greene and Sterling Sts., for postoffice; also 2 stores adjoining; 22-ft. and 15-ft. frontage.

S. C., Charleston.—Storehouse.—Bureau of Yards and Docks, Navy Dept., C. W. Parks, Chief., Washington, D. C.; erect cyro-room, etc.; \$13,000; taking bids.

S. C., Due West.—Postoffice.—Farmers and Merchants' Bank; erect brick building for postoffice.

Tex., Fort Worth.—Storage.—Bureau of Yards and Docks, Navy Dept., C. W. Parks, Chief., Washington, D. C.; erect \$115,000 cylinder storage building; plans by owner; bids until June 9. (Lately noted.)

Tex., Gorman.—Postoffice.—T. S. Ross; erect \$10,000 building for postoffice; brick; composition roof; wood floors; day labor.

### Hospitals, Sanitariums, Etc.

Fla., Miami.—City, W. P. Smith, Mayor; votes July 6 on \$100,000 bonds to erect 3 wards, operating room, nurses' dormitory at city hospital. (See City and County.)

Fla., St. Petersburg.—Dr. Leroy A. Whyllie; erect \$50,000 hospital, 11th St. and Seventh Ave.; J. J. Jonsberg, Archt., Boston, Mass.

Ga., Savannah.—Treasury Dept., Jas. A. Wetmore, Act. Supervising Archt., Washington D. C.; opened bids to erect medical officers' quarters at Marine Hospital; R. J. Whaley, Savannah, low bidder on lump sum; R. P. Farnsworth & Co. New Orleans, low bidder on labor only. (Lately noted.)

Ga., Savannah.—Baptist Hospital, Dr. J. M. Long and Dr. John H. Hornsby, Comm.; erect building.

Ga., Thomasville.—City Hospital, Hopkins, Beverly, Merrill, Building Comm.; bids until June 4 to erect \$25,000 addition; plans and specifications at office J. H. Merrill, 107½ S. Broad St., Thomasville; S. R. Fetner, Archt., Westbrook Bldg., Albany, Ga. (Lately noted.)

Md., Sykesville.—Springfield State Hospital, Dr. G. Clark, Sept.; erect \$30,000 barn; 1 story; 140x60 ft.; frame; plans by owner.

Mo., Kansas City.—St. Luke's Hospital Assn., care A. C. Stowell, 2011 E. 11th St.; reported to erect \$500,000 building; brick and

stone trim; Keene & Simpson, Archts., 400 Reliance Bldg.

N. C., Charlotte.—Crowell Urological Clinic, Dr. A. J. Crowell, Prest.; erect annex to Charlotte Sanitarium, W. 7th St.; 3 stories and basement; 50x180 ft.; 70 rooms; brick; fireproof; construction indefinite. Address Dr. Crowell.

Tex., Canadian.—Hemphill County Commrs.; erect hospital; \$70,000 bonds voted.

Tex., Houston.—City; erect 1-story frame pavilion and 1-story frame nurses' quarters, tuberculosis hospital; \$14,000. Address The Mayor.

### Hotels.

Ala., Dothan.—Dothan Hotel Co. inctd.; \$250,000 capital; W. C. Sherman, Prest.; erect Sherman Hotel.

Ga., Atlanta.—Whitehead Realty Co., C. P. Whitehead, Prest., and Jos. Gatins, Sr.; erect \$1,000,000 annex to Georgian Terrace Hotel, Jesse N. Couch, Mgr.; 9 stories; 200 rooms with private bath; 100x200 ft.; ballroom 85x55 ft.; 2 stories; Wm. L. Stoddard, Archt., 9 E. 40th St., New York.

Miss., Durant.—Jno. M. Howard; purchased Park Hotel site; erect brick hotel.

Mo., St. Louis.—Hotel Jefferson Corp., Lyman T. Hay, Gen. Mgr.; erect 13-story addition; fireproof; steel construction; 100x200 ft.; steam and hot-air heat; electric lighting; electric elevator; cement sidewalk; conven-roof garden. Address Tom P. Barnett, Archt., Arcade Bldg.

N. C., Reidsville.—Reidsville Hotel Co.; erect hotel; 4 stories; 64 rooms; issue \$75,000 bonds. (Lately noted.)

Okla., Frederick.—Kelly Hotel; expend \$75,000 for alterations and additions; A. E. Van Horn Co., Archt.-Engr., P. O. Box 561, Dallas, Tex.; plans ready for contractors.

S. C., Conway.—Kingston Hotel; improve and repair hotel; install fixtures, furniture, baths, running water; improve lobby; enlarge dining-room; erect stores in rear hotel; upper stories connected with hotel.

### Miscellaneous.

Ala., Selma.—Orphanage.—Alabama Methodist Orphanage, J. C. Craig, Supt.; expend \$80,000 to erect boys' dormitory, superintendent's residence and hospital.

Fla., Fort Pierce.—Clubhouse.—Woman's Club; erect building.

Tex., Fort Worth.—Clubhouse.—River Crest Country Club; expend \$14,000 for improvements.

### Railway Stations, Sheds, Etc.

Ark., Eldorado.—St. Louis-San Francisco R. R., F. G. Jonah, Ch. Engr., Railway Exchange Bldg., St. Louis; erect station.

### Schools.

Ala., Cullman.—Board of Education; erect school; brick; taking bids.

Ala., Montgomery.—Woman's College of Alabama, Dr. M. W. Swartz, Prest.; erect addition to system of dormitories; also laundry; \$100,000; considering addition to training and hygienic department.

Ark., Jonesboro.—Baptist College, J. G. Harris, Supt.; bids until July 15 to erect \$250,000 building; 3 stories; brick; R. H. Hunt Co., Archt., Southwestern Life Bldg., Dallas, Tex.

Fla., Lake Worth.—Board of Public Instruction; erect 5-room high school; \$40,000 bonds voted. (Lately noted.)

Ga., Leesburg.—School Dist. voted \$65,000 bonds to erect building. Address County Board of Education.

Ga., Smithville.—School Dist. voted \$60,000 bonds to erect building. Address County Board of Education, Leesburg.

Ga., Savannah.—Board of Education, Carleton B. Gibson, Supt.; erect Junior High School; W. B. Ittner, Archt., Board of Education Bldg., St. Louis, will supervise construction. (Previously noted.)

Ga., Ty Ty.—School Dist. voted \$15,000 bonds to erect building. Address County Board of Education, Moultrie. (Lately noted.)

Ky., Cynthiana.—Board of Education; erect \$20,000 rural school; 2 stories; 51x67 ft.; stucco and frame; J. T. Gillig, Archt.

La., Mooringsport.—Board of Education; erect brick school; \$40,000 bonds voted.

Ky., Murray.—Board of Education, O. B. Irvan, Secy.; bids until June 15 to erect school building; W. E. Gore, Archt., Paducah, Ky.

Ky., Owensboro.—County Board of Education; expend \$50,000 to erect 7 rural schools and 4 additions, including high school, West Louisville.

Ky., West Louisville.—County Board of Education, Owensboro; erect high school. (See Ky., Owensboro.)

La., Newellton.—Tensas Parish School Board, Thos. W. Wade, Supt., St. Joseph, La.; bids until July 12 to erect 3-story brick school; plans and specifications at office School Board. (Lately noted.)

La., Pointe a la Hache.—Plaquemines Parish School Board; called election in School Dist. No. 1 on \$25,000 bonds to erect schools.

Md., Charlotte Hall.—Alumni Assn. of Charlotte Hall Military Academy, A. Dana Hodgden, Secy., Leonardtown, Md.; plans to erect \$50,000 gymnasium.

Md., Flinchstone.—Board of Education, E. F. Webb, Supt.; erect \$15,000 school; 2 stories and basement; 61x57 ft.; brick; C. W. Sansbury, Archt., Cumberland.

Miss., Crenshaw.—School Board; erect \$30,000 building; hollow tile and stucco; 9 class rooms; auditorium, 30x100 ft.; S. T. Weigel, Archt., Memphis, Tenn.

Miss., Gulfport.—Board of Education; erect school and repair buildings; bonds voted. (Lately noted.)

Miss., Ingomar.—Board of Suprs.; plans to issue bonds to erect school building.

Mo., Kansas City.—College of Osteopathy, Dr. A. A. Kaiser, New Centre Bldg.; erect \$60,000 building; 3 stories and basement; brick and stone trim; composition roof; F. H. Michaelis, Archt., 512 Ridge Arcade.

Miss., Loosahama.—Consolidated School Dist. Trustees; erect building; W. W. Overstreet, Archt., Jackson, Miss.; bids opened May 31; Ira G. Allen, Supt. Education, Senatobia, Miss.

Miss., Rolling Fork.—Consolidated School Dist., M. P. Moore, Clerk; erect \$125,000 building; issue bonds; Allsop & Callahan, Archts., Memphis, Tenn.

Miss., Thyatira.—Consolidated School Dist. Trustees; erect building; N. W. Overstreet, Archt., Jackson, Miss.; bids opened May 31; Ira G. Allen, Supt. Education, Senatobia, Miss.

Mo., Morehouse.—Board of Education, J. A. McCarroll; erect high school; 2 stories and basement; 98x100 ft.; brick; W. E. Parlow, Archt., H. & H. Bldg., Cape Girardeau.

N. C., Asheville.—Board of Education; erect Emma High School; \$50,000; Chas. C. Hook, Archt., Charlotte, N. C.

N. C., Asheville.—Normal and Collegiate Institute; plans to erect dormitory; Wm. Henry Lord, Archt.

N. C., Charlotte.—City votes July 6 on \$750,000 school bonds. Address Board of Education. (Lately noted.)

N. C., Charlotte.—County Board of Education, W. J. Hutchinson, Chrmn. Committee; erect school for Oak Grove, Sardis and Carmel Consolidated School Dist.

N. C., Raleigh.—State Building Comsn., Commercial Bank Bldg.; erect 2 cottages, heating plant and laundry for State School for Blind; Jas. A. Salter, State Archt.

N. C., Union Mills.—Round Hill School Trustees; erect dormitory; 4 stories; 42 rooms, dining room, assembly hall, 6 baths; steam heat; electric lights; first story, brick and concrete; concrete floors; second, third and fourth stories; brick veneer; interior walls plastered; concrete foundation. (Previously noted.)

Okla., Ada.—School Dist. reported to have voted \$75,000 bonds. Address Dist. Trustees.

Okla., Kellyville.—School Board, J. W. St. Sing, Secy.; erect high school; \$50,000 bonds voted. (Lately noted.)

Okla., Lindsay.—Board of Education; erect \$85,000 school, Consolidated Dist. No. 1; 2 stories; 28,6x39.6 ft.; brick and stone; tar and gravel roof; Tonini & Bramblett, Archts., 201 Terminal Bldg., Oklahoma City. (Lately noted.)

Okla., Madill.—Board of Education, F. Carter, Clk.; erect \$30,000 school; 2 stories; 30x50 ft.; brick and stone trim; gravel roofing; Jewel Hicks, Archt., 19½ Main St., Oklahoma City.

S. C., Anderson.—Clubhouse.—Anderson Country Club, R. E. Burris; remodel clubhouse; construct swimming pool; 40x100 ft.; concrete; also bathhouse and 18-hole golf course.

S. C., Duncan.—Duncan School Dist. No. 75; erect \$18,000 school lately noted; 2 stories; brick veneer; metal or gravel roof; wood floors; heating and lighting undecided. Address Dr. J. C. Moore. (See Machinery Wanted—Building Material—Heating Plant; Lighting Plant; Seating; Stage Curtains.)

Tenn., Morristown.—Board of Education; erect addition to Carriger High School; \$50,000 to \$60,000.

Tenn., Mountain City.—Johnson County School Board; erect \$15,000 high school; 70x48 ft.; brick; wood floors; steam heat; C. B. Kearfott, Archt., 5th St., Bristol, Tenn. Address F. C. Daugherty, Mountain City. (Lately noted.)

Tex., Austin.—University of Texas, L. P. Lochridge, Bus. Mgr.; invites contractors to bid on repairs and improvements on cost-plus basis; G. E. Endress, Resident Archt.

Tex., Olden.—School Dist. No. 29, G. G. Garrett, Box 553; erect school building; \$75,000 bonds voted; School Board, Eastland, invites plans for building and prices on building material. (See Machinery Wanted—Building Material.)

Va., Lynchburg.—Virginia Christian College, Dr. J. T. T. Hundley, Prest.; erect \$100,000 gymnasium; 2 stories; 65x100 ft.; wings 16x50 and 20x45 ft.; brick; Stanhope S. Johnson, Archt., People's Bank Bldg. (Previously noted.)

Va., Mayo.—Clubhouse.—Virginia Boat Club; erect \$10,000 addition to clubhouse; 24x50 ft.

W. Va., Mallory.—County Board of Education, Man. W. Va.; erect \$12,000 school; 44.7x48.4 ft.; wood construction; composition roof; pine subfloor and oak top; heating, \$600; electric lights; contract let June 5; Richard M. Bates, Archt., National Bank Bldg., Huntington. Address Geo. W. Goode, Man. (Lately noted.)

## Stores.

Ala., Tuscaloosa.—Massa Grocery Co.; erect building, Broad St. and Twenty-fifth Ave.

Fla., Miami.—Daniel Cromer and I. H. Cassell, Props. of New York Department Store; erect \$75,000 addition to building; 3 stories; 50x100 ft.; reinforced concrete.

Fla., Orlando.—Benjamin Drew; plans to erect 3-story building.

Fla., St. Petersburg.—P. K. Smiley; erect 3-story concrete building, 132 Central Ave.; foundation for 6-story structure.

Fla., Tampa.—C. V. Dickens; erect \$100,000 store building, Florida Ave.; 2 stories; 210x95 feet.

Ga., Atlanta.—Tripod Paint Co.; leased 2-story brick building, N. Pryor St. and Pryor Pl., and 4-story building, 5 Pryor Pl.; expend \$25,000 to remodel.

La., Alexandria.—Central Hardware Co.; bids until June 5 at office E. Leo Ball, Archt., Suite 7, Haas Bldg., to erect fireproof store.

Md., Cumberland.—McCullen Bros. Co.; erect \$85,000 department store; 60x87 ft.; 4 stories; brick and steel; composition roof; wood floors; steam heat; electric lights; one passenger and one freight elevator; Geo. F. Sansbury, Archt., Cumberland. Address Olin Gerlach, Contr., Frostburg. (Lately noted.)

Md., Cumberland.—T. W. Biddle, Archt.; preparing plans to erect building, Dingle St.; 4 stores; 8 apartments; \$65,000; brick and stone.

Mo., Kansas City.—Bostonian Shoe Store; remodel building, 1021 Main St.; \$15,000; F. C. Gunn, Archt., 1107 Republic Bldg.

N. C., Greensboro.—J. E. Latham Co.; considering erecting number of buildings, East Market St.

Okla., Oklahoma City.—Sigmon Furniture Co.; erect \$150,000 addition.

S. C., Conway.—D. A. Spivey; erect 7 stores, Main St.; brick; 1 and 2 stories.

S. C., Greenville.—Gilmer's, Inc., R. G. Shelton, Secy. (headquarters Winston-Salem, N. C.); improve store; A. H. Hilker in charge of construction.

S. C., Greenville.—A. E. Morris; erect brick business building S. Main St.

Tex., Goree.—H. E. Banknight and Masonic lodge; erect building to replace structure lately noted burned at loss \$18,000 for stores, lodge and theater; 2 stories; 1 store, 48x60 ft.; two, 24x60 ft.; theater, 24x70 ft.; brick and glass front; asphalt paper roof; wood floors; electric lights; cement sidewalks. Address Mr. Banknight.

Tex., San Antonio.—F. Suchy, erect \$10,000 building, E. St. Mary's St.; brick and concrete.

Va., Roanoke.—H. C. Barnes, Norfolk Ave.

and Jefferson St.; expend \$25,000 for alterations and additions to store and office building; rift pine floors; 2 boilers for steam heat, \$8000; C. R. Ragan, Archt., Terry Bldg.; bids opened in about 2 weeks. (Lately noted.)

W. Va., Huntington.—Azel Meadows; erect 3-story business block, 3d Ave.; 60x160 ft.

Va., Roanoke.—Paul Massie; alter and repair building, Campbell Ave.; \$10,000.

## Theaters.

Ky., Louisville.—S. and L. Shubert, Inc., 225 W. 44th St., New York, plan to erect \$300,000 theater; brick and stone; H. J. Krapp, Archt., 116 E. 16th St., New York.

Tex., Amarillo.—W. H. Clark, Wichita Falls, Tex.; erect 3-story office and theater; 50x140 feet.

Tex., Cleburne.—Louis Nathan and Jno. M. Russell; erect theater.

Va., Richmond.—Chas. A. Somma, Hippodrome Theater, Richmond; erect theater, 3d St., between Clay and Leigh Sts.; seating capacity 2200; stone and brick; 130x97 ft.; fireproof; asbestos metal roof; cement floors; steam heat; electric lights; \$200,000; Zink

Tex., Sherman.—Gem Theater; rebuild interior; A. E. Van Horn Co., Archt.-Engr., P. O. Box 561, Dallas.

Tex., Sherman.—Harrison & Ferguson; erect theater at Sherman and Selma; \$50,000; A. F. Van Horn Co., Archt.-Engr., P. O. Box 561, Dallas.

## Warehouses.

Fla., Hastings.—McGuire Fertilizer & Phosphate Co., C. L. Brown, Agr.; erect brick, steel and concrete warehouse in connection with plant; \$100,000; also erect barrel factory.

Fla., Miami.—Miami Fisheries Co.; erect warehouses on river front; \$50 ft. frontage; also cold-storage rooms, etc.; \$100,000.

La., New Orleans.—C. T. Patterson & Co.; improve Montgomery Warehouse, Julia and S. Fulton Sts.

La., New Orleans.—Anderson, Clayton & Co., Houston, Tex., Edw. A. Beveridge, Mgr., New Orleans office; reported to erect cotton warehouse near Southport.

N. C., Henderson.—Union Warehouse Co. chartered; \$50,000 capital; A. E. White, E. M. Newman, J. H. Hicks.

S. C., Anderson.—Dan Brown, Builders' Lumber & Supply Co.; erect \$100,000 warehouse, S. Towers and W. Market Sts.; 4 stories; reinforced concrete.

Tenn., Memphis.—Delta Flour & Feed Co.; erect \$10,000 galvanized iron warehouse, Iowa and Kansas Sts.

Tex., Lufkin.—Harrison-Crumpler Grocery Co.; erect storage house.

# BUILDING CONTRACTS AWARDED

## Apartment-Houses.

Ga., Athens.—Athens Apartment Corp.; erect 3-story-and-basement apartment-house and garage, Milledge and Lumpkin Sts.; brick and hollow tile; tile roof; 20 apartments; L. J. Hill, Jr., Archt., Atlanta; W. E. Mashburn & Co., Contrs., Athens.

Ga., Augusta.—John P. King Mfg. Co.; erect apartment-house, 1637-43 Broad St., for operatives; 30x119 ft.; hollow tile and stucco; composition roof; wood floors; \$35,000; P. P. Scroggs, Archt. Address C. B. Holley, Contr., 1810 Walton Way. (Lately noted.)

Md., Hagerstown.—Mrs. A. C. Strite; alter apartment-house; 2 stories; \$10,000; A. J. Klinkhart, Archt., 54 W. Washington St., Aaron Beecher, Contr., 1205 Hamilton Blvd.

Mo., St. Louis.—W. F. Schaefer, 2616 S. Jefferson Ave.; erect \$16,000 apartment building; 2 stories; Hy. Dilschneider, Contr., 5408 Easton Ave.

## Association and Fraternal.

Md., Baltimore.—International Brotherhood of Electrical Workers; expend \$20,000 to remodel building at 1222 St. Paul St.; 20x65 ft.; 4 stories; mill construction; tin roof; wood floors; electric lights; retain present heating plant; Archer & Allen, Archts., 47-48 Central Savings Bank Bldg. Address Walter G. Hammond, Contr., 1520 Linden Ave.

S. C., Charleston.—Young Men's Christian Assn.; remodel building; David B. Hyer, Archt., Charleston; Southern Mosaic Tile

Co., Candler Bldg., Atlanta, Ga., Contr., marble and tile showers, bath, etc.

### Bank and Office.

D. C., Washington.—Northwestern Savings Bank, 18th and S. Columbia Rd.; erect \$40,000 building; B. Stanley Simmons, Archt.; W. P. Lipscomb Co., Contr., both Dist. Natl. Bank Bldg.

Ga., Atlanta.—Georgia Savings Bank & Trust Co.; expend \$30,000 for alterations to building; Ed. R. Hays & Sons, Contrs. (Previously noted.)

La., Monroe.—Ouachita National Bank, T. E. Flournoy, Prest.; erect bank and office building; 10 stories and basement; 85x118 ft.; reinforced concrete, stone, brick and terra-cotta; steam heat; electric lights; cost, including equipment, \$625,000; Albert S. Gottlieb, Archt., 101 Park Ave., New York; Underwood Contracting Corp., Contr., 411 Canal Bank Bldg., New Orleans; construction progressing. (Previously noted.)

La., New Orleans.—New Orleans Cotton Exchange, Henry G. Hester, Secy.; erect \$1,000,000 building; 7 stories; 76x120 ft.; Italian renaissance design; lower floor for Marine Bank; exchange proper on second floor, finished in mahogany, pilasters, mural decorations, etc.; third floor, committee rooms, etc.; mezzanine floor; upper floors, offices; fireproof; concrete; tar and gravel roof; concrete floors; Favrot & Livaudais, Archts., Title Guarantee Bldg., New Orleans; Selden-Breck Constr. Co., Contrs., Fullerton Bldg., St. Louis. (Previously noted.)

Mo., Kelso.—Farmers & Merchants' Bank, Leo Dohogne, Cash.; erect \$10,000 building; 1 story; 50x60 ft.; A. F. Haessler, Archt., Roe Bldg., St. Louis; Jno. J. Miller, Contr., Ilmo, Mo. (Lately noted.)

N. C., Bolton.—Bank of Bolton; erect building; Henry E. Bonitz, Archt., Wilmington, N. C.; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Ga., Contr. for tile lobbies.

N. C., Whitesville.—Bank of Whitesville; erect buildings; Henry E. Bonitz, Archt., Wilmington, N. C.; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Ga., Contr. for tile lobbies.

N. C., Wilson.—Mrs. S. F. Davis; erect \$100,000 office building; W. B. Wilkins, Contr.

### Churches.

Ga., Moultrie.—Catholic Church; erect building. Address The Pastor. Contract let.

Mo., St. Louis.—United Hebrew Assn., 3636 Page Ave.; erect \$20,000 addition to church; J. H. Hirschstein, Archt., 577 De Giverville Ave.; C. E. Hamilton, Contr., Odd Fellows' Bldg.

N. C., Wilmington.—First Presbyterian Church, M. S. Willard, Chrmn. Bldg. Comm.; erect \$45,000 building; 40x50 ft.; brick; slate roof; wood floors; Geo. W. Kramer & Son, Archts., 1 Madison Ave., New York; H. E. Bonitz, Asso. Archt., Wilmington; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Contr. marble and tile work. (Previously noted.)

Okla., Enid.—Building Committee, First Baptist Church, J. E. George, Secy.; erect \$115,000 building; 75x130 ft.; brick and stone; metal roof; pine floors; steam heat, \$8000; R. W. Shaw, Archt.; Weller & Reardon, Contrs. (Lately noted.)

Okla., Frederick.—Baptist Church, Rev. Ridgeway, Pastor; erect \$35,000 addition to building; 2 stories and basement; 55x90 ft.; A. H. Krause, Contr.; plans by owner.

Tenn., Knoxville.—Fifth Avenue Baptist Church, Rev. J. L. Dance, pastor, 2361 E. Fifth Ave.; erect \$75,000 building; 120x60 ft.; brick;

John Rino, Archt.; A. H. Whisman, Contr.; construction indefinite. (Lately noted.)

Va., Richmond.—Randolph Baptist Church, Rev. W. E. Roberts, Pastor, 302 Radolph St.; erect \$55,000 building; 2 stories and basement; Herbert L. Cain, Archt., 12 N. 19th St.; A. G. Houston, Contr., 8 S. 6th St.

### Dwellings.

Ala., Selma.—G. D. Knight; erect residence, Lamar Ave.; lately noted; 2 stories; frame; 8 rooms; asbestos shingle roof; oak floors; tile on porch and steps; pipeless furnace; Jno. McKeil, Archt.; Ashley & Bonor, Contrs. (See Machinery Wanted—Electric Fixtures.)

D. C., Washington.—Mrs. Marshall Field; repair residence, 2602 16th St.; \$13,000; Geo. O. Totten, Jr., Archt.; Wm. P. Lipscomb Co., Contr.

Ga., Atlanta.—Joseph A. McCord; erect \$20,000 residence; 2 stories and basement; hollow tile and brick veneer; Capitol Stone Co., Contr. for stone.

Ga., Augusta.—Murray & Salisbury; erect 2 frame dwellings; composition roofs; \$10,000; Z. B. Creasman, Contr.

Ga., Cordele.—W. H. McKenzie; erect residence; Little & Phillips, Contrs., Cordele; Southern Mosaic Tile Co., Candler Bldg., Atlanta, tile work.

Ga., Porterdale.—Bibb Manufacturing Co., main office Macon, Ga.; erect 150 six-room dwellings; baths; electric lights; Batson & Cook, Contrs., West Point, Ga.

Ga., Savannah.—F. M. Turner; erect 2-story brick-veneer dwelling, E. 52d St.; Olaf Otto, Contr.

Ky., Wayland.—Golgara Coal Co., Huntington, W. Va.; erect 50 miners' houses; 4 rooms; \$75,000; West Virginia Housing Corp., Contr., Davission Bldg., Charleston, W. Va.

Md., Hagerstown.—John Howard, Hager and Frederick Sts.; erect \$10,000 residence; W. L. Middlekauf, Contr., 655 W. Washington St.; plans by owner.

Mo., Kansas City.—F. A. Benson, Ridge Bldg.; erect 15 dwellings, Country Club Dist.; 2 stories and basement; \$10,000 each; F. H. Michaelis, Archt., Ridge Bldg.; construction by owner.

Mo., Kansas City.—David Pinger, 59th St. and Brookside Blvd.; erect \$12,500 residence and garage; 1½ stories and basement; 30x55 ft.; C. E. Shepard, Archt., Reliance Bldg., Kansas City, Mo.; T. Russell, Contr., 2104 N. 7th St., Kansas City, Kan. (Lately noted.)

Mo., Kansas City.—Dave Fant, 3513 Gillham Rd.; erect \$16,500 residence; 2 stories and basement; 30x41 ft.; C. E. Shepard, Archt., Reliance Bldg.; Carl Brand, Contr., 3405 Linwood Blvd. (Lately noted.)

Mo., St. Louis.—B. J. Charleville, 810 Chestnut St., Contr. to erect 4 dwellings; 1½ stories; 25x24 ft.; \$12,000; plans by owner.

N. C., Old Town.—W. T. Miller; erect residence; hollow tile; ornamental tile face; Paul Miller, Contr.

N. C., Wilson.—R. E. Hagan; erect 2 residences; \$22,000; W. B. Wilkins, Contr.

Okla., Oklahoma City.—C. H. Newell, 409 E. 12th St.; erect \$75,000 residence; 2 stories and basement; 52x52 ft.; Layton, Smith & Forsythe, Archts., 701 Southwest Natl. Bank; Campbell & Price, Contrs., 605½ W. Main St.

S. C., Greenville.—J. C. Redmon; erect \$20,000 residence, Mills Ave.; lately noted; 46x54 ft.; brick veneer; slate roof; hardwood floors; hot water, \$330; Martin & Ward, Archts.; Otis Jamison, Contr. Address Owner. (See Machinery Wanted—Mill Work.)

Va., Richmond.—Mr. Hughes, C. E. Hughes & Son, 847 Brook Ave.; erect \$12,000 residence,

Hawthorne Ave. and Lodge Mile Rd.; 2 stories; 37x35 ft.; R. M. Anderson & Co., Contrs., Lyric Bldg.

Va., Richmond.—J. T. Patterson; erect \$40,000 residence, Cardt St. Rd.; 2 stories; 30x70 ft.; H. Carl Messerschmidt, Archt., Mutual Bldg.; W. Ragland & Son, Contrs., Merchants' Bank Bldg. (Previously noted.)

Tex., San Antonio.—Bert McNeil, Gen. Contr., P. O. Box 1228; erect two country residences; \$25,000 and \$45,000. (See Machinery Wanted—Tile; Water Systems; Irrigating Systems).

Va., Richmond.—Virginia Housing Corp.; erect 39 dwellings near William Byrd Park; 6 or 7 rooms; P. J. Beattie, Contr.

W. Va., Whitesville.—Golgara Coal Co., Huntington; erect 50 miners' houses; 4 rooms; \$75,000; West Virginia Housing Corp., Contr., Davission Bldg., Charleston, W. Va.

### Hospitals, Sanitariums, Etc.

Ky., Paintsville.—City; erect \$40,000 hospital; 3 stories; brick; slate roof; hardwood floors; Jno. Columbus, Archt. and Contr., Paintsville; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Ga., Contr., tile corridors, operating-rooms, etc. (Previously noted.)

S. C., Charleston.—Miss A. McConnell and W. K. McDowell; remodel building for Mercy Maternity Hospital; David B. Hyer, Archt., Charleston; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Ga., Contr., tile work. (Previously noted.)

S. C., Charleston.—Thompson Memorial Infirmary, Dr. R. S. Cathcart, Chrmn. Comm.; erect 3-story building; Albert Simons, Archt., Charleston; McDevitt & Fleming, Contrs., Chattanooga, Tenn. (Lately noted.)

S. C., Columbia.—Columbia Hospital; erect \$100,000 building; 3 stories; brick; Lafaye & Lafaye, Archts.; C. M. Lide, Contr., Hook Bldg. (Lately noted.)

Okla., Shawnee.—City, Geo. B. Caruth, Clk.; erect hospital; 3 stories and basement; 36x100 ft.; Ed J. Peters, Archt.; Nathan Cowen, Contr.

### Hotels.

N. C., Sanford.—W. A. Maness; erect addition to hotel; contract let.

### Miscellaneous.

La., New Orleans.—Clubhouse.—Chess, Checkers and Whist Club, Canal and Baronne Streets; remodel 7-story hotel for clubhouse; J. Fromherz, Contr., Title Guarantee Bldg. (Lately noted.)

Mo., St. Louis.—Gymnasium.—Good Wills Industries, Rev. T. E. Green; erect \$150,000 industrial and gymnasium building, 13th and Tyler Sts.; 4 stories; 43x101 ft.; Hohen-schild & Pearce, Archts., Odd Fellows' Bldg.; A. Nolan, Contr., Himes Bldg.

N. C., Wilson.—Cafe and Cafeteria.—W. B. Wilkins, Contr.; to erect \$24,000 building.

### Schools.

Ga., Preston.—Board of Education; erect 6-room school; 1 story; brick veneer; J. O. Smith, Contr., Buena Vista, Ga.

La., Pineville.—Louisiana College; erect 3-story brick, concrete and stone building; Moore Constr. Co., Contr., P. O. Box 675, Ranger, Tex.

Md., College Park.—Board of Education, E. S. Burroughs, Supt., Upper Marlboro; erect \$18,000 school; 1 story and basement; 38x116 ft.; E. L. Harding, Archt., Walker Bldg.; C. A. Hammett, Contr., Woodward Bldg., both Washington, D. C. (Lately noted.)



**Md., Lanham.**—County Board of Education, E. S. Burroughs, Supt., Upper Marlboro; erect \$15,000 school; 1 story and basement; hollow tile; A. Burch Fitz Simmons, Archt., Bond Bldg.; C. A. Hammett, Contr., Woodward Bldg.; both Washington, D. C. (Lately noted.)

**Mo., Columbia.**—Christian College; erect \$150,000 dormitory; 3 stories and basement; 92x156 ft.; Shepard & Wiser, Archts., 302 R. A. Long Bldg., Kansas City; Stewart Bros., Contractors, Columbia. (Lately noted.)

**N. C., Chapel Hill.**—University of North Carolina; erect \$132,500 dormitory; 3 stories; hollow tile and stucco; James A. Salter, Archt., Raleigh; J. T. Salmon, Contr., Durham. (Lately noted.)

**Okla., Hallett.**—Board of Education; erect \$25,000 school; 2 stories and basement; 50x90 ft.; brick; Monnot & Reid, Archts., 409 Empire Bldg.; C. F. Harwood, Contr., 323 W. Chickasaw St.; both Oklahoma City. (Lately noted.)

**Okla., Kingfisher.**—Board of Education, Don Foster, Clk.; erect \$20,000 school; 2 stories; 48x70 ft.; Roy W. Shaw, Archt., Beck Bldg., Enid; H. H. Dohe, Contr., Okeene, Okla. (Lately noted.)

**S. C., Charleston.**—Board of Education; erect \$100,000 grade school, Calhoun St., between Hanson and Meeting Sts.; 110x200 ft.; 3 stories; brick; 2 reinforced stairways; steel window frames; Barrett specification roof; D. B. Hyer, Archt., Charleston; Jas. O. Balle, Const. Archt., Newark, N. J.; T. W. Worthy, Contr.; Karl Knutson, heating; A. J. Riley, plumbing; Charleston Engineering & Contracting Co., foundation piling; all Charleston. (Lately noted.)

**Tex., Bastrop.**—Board of Education; erect \$30,000 high school; 2 stories; 58x60 ft.; brick and stucco; H. F. Kuehne, Archt., 824 Littlefield Bldg., Austin; J. L. Wilbarger, Contr., Bastrop. (Lately noted.)

**W. Va., Huntington.**—Board of Education, Clarence L. Wright, Supt.; erect 12-room addition to Simms School; \$115,000; 132x96 ft.; 2 stories and basement; R. M. Bates, Archt., First Natl. Bank Bldg.; C. H. Smith, Contr.,

Robison-Prichard Bldg.; heating, Hammond Heating Co.; plumbing, Bockway Plumbing Co. (Lately noted.)

### Stores.

**D. C., Washington.**—Mrs. K. Sullivan; erect store and apartment building, 3d St. nr. G St.; 2 stories; 45x25 ft.; brick; \$10,000; M. G. Lepley, Archt.-Contr., Bond Bldg.

**D. C., Washington.**—John J. James; erect \$10,000 store; 2 stories; 29x60 ft.; Geo. T. Santmyers, Archt., Maryland Bldg.; D. E. Michal, Contr., Continental Trust Bldg.

**Fla., Jacksonville.**—R. S. Nicholson; erect 2-story brick building; 50x85 ft.; \$25,000; 2 stores on first floor; offices and hall for Columbian Woodmen on second floor; O. P. Woodcock, Contr.

**Ga., Atlanta.**—Jno. W. Grant; erect 2-story building for Cannon, Stringfellow & Co.; brick, hollow tile and concrete; 20,000 sq. ft. floor space; W. H. George, Contr.

**Ga., Atlanta.**—Investment Company of the South; erect 1-story addition to 2-story brick building; \$15,000; C. E. Butler, Contr. (Previously noted.)

**Ga., Atlanta.**—Crumley Investment Co.; erect 5-story reinforced concrete business building; \$100,000; H. J. Carr & Co., Contrs.

**Ky., Maysville.**—J. Caprone; erect \$12,000 store and residence; 2 stories and basement; 66x124 ft.; C. C. & E. A. Weber, Archts., Miller Bldg.; B. Aruto, Contr., 402 Oak St., Elmwood Pl.; both Cincinnati, O.

**Mo., Jefferson City.**—P. C. Maynes, 908 E. High St.; erect \$20,000 grocery building; 2 stories; 40x60 ft.; Louis Scheel, Archt. and Contr., Moreau Rd. (Lately noted.)

**S. C., Charleston.**—Jas. F. Condon & Son; erect 3-story brick building; 150x36 ft.; David B. Hyer, Archt.; Thos. S. Galloway, Contr., both Charleston; Southern Mosaic Tile Co., Candler Bldg., Atlanta, Ga., tile and marble. (Lately noted.)

**Tex., Cleburne.**—Wofford Bros.; erect 3 brick stores, Chambers St.; \$25,000; H. B. McCoy, Contr.

**Va., Danville.**—E. H. Miller; erect \$60,000

building; 2 stories; 25x148 ft.; brick; Heard & Chesterman, Archt., Arcade Bldg.; Anderson & Hunter Construction Co., Contr., Dudley Bldg. (Lately noted.)

**W. Va., Huntington.**—Wild & Boette; erect \$30,000 store and office building; 35x40 ft.; 3 stories; Meador & Handloser, Archts.; W. O. Walton, Contr. (Lately noted.)

### Theaters.

**Okla., Comanche.**—Ben F. Johnson, Chickasha, Okla.; erect \$30,000 theater; 50x140 ft.; wood construction; tar and gravel roof; wood floors; Chas. M. Dunning Construction Co., Contr., Oklahoma City. (Lately noted.)

**Va., Richmond.**—Vany Realty Corp., Jake Wells, Pres.; erect theater, First and Clay Sts.; Carneal & Johnston, Archts., Chamber of Commerce Bldg.; J. W. Atkinson, Contr., 410 23d St. (Lately noted.)

### Warehouses.

**D. C., Washington.**—T. M. Medford, Archt., 1631 Third St.; prepared plans to erect warehouse, 1217 Eye St.; 2 stories; 26x90 ft.; \$15,000; J. A. Mended, Contr., Mt. Vernon Apts.

**Fla., Live Oak.**—S. R. Irvin & Co.; erect building on Ohio Ave. for farm machinery and implements; white brick; contract let.

**Fla., West Palm Beach.**—Osborne Bros. & Co.; erect 2-story 85x100-ft. warehouse; H. F. Wildman, Contr., Cocoa, Fla. (Previously noted.)

**Mo., Louisiana.**—Jennings Wholesale Grocery Co.; erect \$15,000 addition to warehouse; 2 stories; Chas. Sisson, Contr.; plans by owner.

**Mo., Kansas City.**—Enterprise Cabinet Co., 3409 E. 18th St.; erect \$10,000 warehouse; 1 story; Geo. M. Bliss Construction Co., Contr., Lathrop Bldg.

**N. C., Wilson.**—Banner Warehouse Co.; erect \$12,000 addition; W. B. Wilkins, Contr.

**N. C., Wilson.**—Center Brick Warehouse Co.; erect \$18,000 addition; W. B. Wilkins, Contr.

**Okla., Frederick.**—Tillman County Hardware Co.; erect 1-story building; 50x140 ft.; Johnson & Bantz, Contrs.; plans by owner.

## MACHINERY, PROPOSALS AND SUPPLIES WANTED

**Asbestos Curtain.**—See Theater Equipment.

**Asbestos Shingles.**—See Building Material.

**Ball Bearings.**—Academy Shops Mfg. Co., Troutman, N. C.—Names and addresses mfrs cups and cones for ball bearings.

**Bank Fixtures.**—Citizens' State Bank, J. B. Stone, Prest., Liberty, Ky.—Prices on safe, vault and other bank fixtures.

**Bank Fixtures.**—Bennett Bank & Trust Co., R. H. Bennett and others directors, Ellerbe, N. C.—Prices on safe, vault and other bank fixtures.

**Bank Fixtures.**—Bank of Council, W. B. Robeson and others, Council, N. C.—Prices on safe, vault and bank fixtures.

**Barrels, etc.**—Gray Rock Spring Co., Batesburg, S. C.—Names and addresses Southern mfrs. slack barrels, hoops, heads and staves.

**Barrel Machinery.**—People's Milling Co., Creswell, N. C.—Mchy. to mfr. truck barrels.

**Boiler.**—Carolina Bagging Co., Henderson, N. C.—Second-hand 15 to 20 H. P. upright high-pressure boiler.

**Boiler.**—E. J. Warde, Lock Box 41, Phillipsburg, N. J.—200 to 300 H. P. water-tube boiler, 125 lbs. steam or better; must be in New Jersey.

**Boilers.**—High Point Machine Works, High Point, N. C.—Dealers' prices on second-hand

80 H. P., 100 H. P. and 125 H. P. H. R. T. boilers.

**Boilers.**—City Cotton Mills Co., E. S. Shelby, Prest.-Gen. Mgr., Newton, N. C.—Boilers for 5000-spindle mill.

**Boiler.**—John G. Dugan Co., N. E. Cor. Central and Jackson Sts., Knoxville, Tenn.—Dealers' price for quick delivery on locomotive or firebox boiler; 50 to 60 H. P.; guaranteed insurable at 100 lbs working pressure or more; with stack and fixtures complete or without; boiler subject to Hartford's insurance at 100 lbs.

**Boiler.**—See Engine.

**Boilers.**—See Brick and Tile Equipment.

**Boilers.**—See Brick Plant.

**Boilers.**—See Oil Refining Plant.

**Brick Machinery.**—T. W. Heutz, Red Level, Ala.—Mchy. for brick and tile plant.

**Boring Machines.**—DeRidder Foundry & Machine Co., DeRidder, La.—Names and addresses mfrs. stump-boring machines.

**Boilers.**—Curtis Bay Copper & Iron Works, Beech St., Baltimore, Md.—Two 150 H. P. vertical boilers.

**Boring Mill.**—Stanchiff Well Screen & Mfg. Co., 808 Walnut St., Houston, Tex.—60-in. boring mill; new or second-hand.

**Brick and Tile Equipment.**—Alabama Clay

Products Co., Arthur Watkins, Mgr., 840 Brown-Marx Bldg., Birmingham, Ala.—Complete equipment to mfr. brick and hollow tile; boilers, engines, dry-pan, pug-mill, auger machine, dryer cars, relay rails; transmission mchy.; 150 tons daily capacity.

**Brick Machinery.**—Amarillo Brick & Tile Co., W. C. Pope, Mgr., Amarillo, Tex.—Brick and tile mchy. for stiff-mud plant.

**Brick Plant.**—H. A. Fisher, Crockett, Tex. Two 4-mold dry press brick machines, boilers, engines and electric plant; for 40,000 daily capacity plant.

**Bridge Construction.**—Clarke County Commissioners, W. B. Raley, Clerk, Quitman, Miss.—Bids until June 7; two 60-ft. span steel bridges with concrete abutments.

**Bridge Construction.**—Thomas County Commrs. Roads and Revenues, S. L. Heald, Clerk, Thomasville, Ga.—Bids until June 11; approach fills to Ochlocknee River bridge and Johnson bridge, located on Dixie Highway, Federal-aid Project 12, and on Ochlocknee-Coolidge road; 37,826 cu. yds. earth fill; plans, etc., on file at Thomasville and with Div. Engr., State Highway Dept., Second Road Dist.

**Bronze Statue.**—Jno. P. Figh, Asst. Secy. Chamber of Commerce of Montgomery, Ala.—Life-size bronze statue of Robert E. Lee.

**Building Material.**—School Board, Eastland,

In writing to parties mentioned in this department, it will be of advantage to all concerned if the Manufacturers Record is mentioned.

Tex.—Prices on building material for \$75,000 at Olden, Tex.

**Building Material.**—Robt. L. Harris, Calvert Bldg., Baltimore, Md.—Subbids on all material and work for construction \$25,000 bank building, Upper Marlboro, Md.; plans and specifications at office Mr. Harris and J. C. Mattingly, 344 D St. N. W., Washington, D. C.

**Building Material.**—Dr. J. C. Moore, Duncan, S. C.—Building material, heating plant, lighting, seating, stage curtains for 2-story brick-veneer school; \$18,000.

**Building Materials.**—Porter Mining Co., Second National Bank Bldg., Ashland, Ky.—Building Material.

**Building Material.**—Geo. J. Feecl, P. O. Box 166, Beaumont, Tex.—Prices on oak flooring, oak interior finish, composition asbestos shingles, heating plant for 10-room dwelling, disappearing stairs, deadening felt for floors.

**Building Material.**—Treasury Dept., Jas. A. Wetmore, Act. Supervising Archt., Washington, D. C.—Bids until June 22 for furnishing materials for construction of extension to animal-house for Hygienic Laboratory, United States Public Health Service, Washington, including materials for concrete, reinforced concrete, brick, miscellaneous iron work, composition roofing, sheet-metal work, lumber, millwork, painting, electric work, glazing, hardware, plumbing, etc., in accordance with drawings, specifications and bills of quantities obtainable from office Supervising Archt.

**Building Materials.**—A. E. Van Horn Co., Architectural Engrs., Box 561, Dallas, Tex.—Catalogues and other literature on all building materials for architects and engineers.

**Cable.**—See Telephone Poles, etc.

**Cars.**—Jacks Creek Coal Co., A. J. Johnson, Prest.-Mgr., Prestonsburg, Ky.—Prices on mine cars.

**Cars.**—Trinity Farm Co., Waxahachie, Tex.—Second-hand flat-bottom gravel cars, bottom or side-dump, standard gauge; immediate delivery.

**Cars (Dryer).**—See Brick and Tile Equipment.

**Chair Seats.**—Edwards Chair Co., J. N. Edwards, Mgr., Galax, Va.—Names and addresses mfrs. fiber or imitation leather chair seats.

**Clay.**—Navy Dept., Bureau Supplies and Accounts, Washington, D. C.—Bids until June 8 to deliver fire clay to Navy-yard.

**Compressor.**—Southern Wood Preserving Co., Atlanta, Ga.—Steam-driven air compressor; 350 to 400 cu. ft. per min.; 100 to 125 pounds steam pressure.

**Conveyor Equipment.**—Mason Coal & Chemical Co., Hartford, W. Va.—Quotations on conveyor equipment for coal haulage.

**Copper, etc.**—Mason Coal & Chemical Co., Hartford, W. Va.—Quotations on 20 sheets 15x24 in. copper, weighing 90 lbs. per sheet; 1400 ft. 1x $\frac{3}{4}$  in.— $\frac{3}{8}$  in. thick copper or brass bars.

**Drainage System.**—Bolívar County Drainage Comsn., L. H. Gaines, Cleveland, Miss.—Bids until June 2; excavate 26,500 cu. yds. earth in channel of Bradford Bayou of Northern Drainage Dist., Merigold, Miss.; plans with W. W. Boone, Civil Engr., Shelby Bldg., Cleveland, Miss.

**Drainage System.**—Hopkins County Drainage Board, Graig Riddle, Secy., Madisonville, Ky.—Bids until July 3; construct 14 mi. Flat Creel Ditch, 181,679 cu. yds. excavation; 72.6 acres clearing and grubbing; plans with J. V. Poole, Engr.

**Deadening Felt.**—See Building Material.

**Disappearing Stairs.**—See Building Material.

**Electrical Equipment.**—City of Claremore, Okla., W. M. Willis, Mayor.—Brick powerhouse additions; mchy. foundations and concrete cooling pond; install 312 K. V. A. 2300-volt 60-cycle rotating field alternator; exciter, switchboard and cables; three 200 H. P. water-tube boilers; pumps; condenser; steam piping; 425 H. P. uniflow or cross-compound non-releasing Corliss valve type engine.

**Electric Fixtures.**—G. D. Knight, Selma, Ala.—Information on electric fixtures for 8-room residence.

**Electric Plant.**—See Brick Plant.

**Electric Work.**—See Building Material.

**Engine.**—City Cotton Mills Co., E. S. Shelby, Prest.-Gen. Mgr., Newton, N. C.—Engine for 5000-spindle mill.

**Engine.**—Toccoa Furniture Co., Toccoa, Ga.—Second-hand 150 to 200 H. P. Corliss engine.

**Engine.**—T. W. Hentz, Red Level, Ala.—Engine for brick and tile plant; second-hand.

**Engines.**—See Brick Plant.

**Engines.**—See Brick and Tile Equipment.

**Excavator.**—Roy C. Whayne, 6th and Jefferson Sts., Louisville, Ky.—Dragline excavator; revolving; type 75-ft. boom; 2 or 2 $\frac{1}{2}$ -yd. bucket; self-propelling machine preferred; good condition; full information first letter.

**Grading.**—Box 241, Greenville, N. C.—Grading contract to let for small wheeler outfit.

**Grinder.**—Newman Mfg. Co., 717 Sycamore St., Cincinnati, O.—Surface grinder.

**Hammer.**—Curtis Bay Copper & Iron Works, Beech St., Baltimore, Md.—2000-lb. steam hammer.

**Heating Plant.**—Geo. J. Feecl, P. O. Box 166, Beaumont, Tex.—Prices on heating plant for 10-room residence.

**Heating Plant.**—See Building Material.

**Hoist Haulage.**—Mason Coal & Chemical Co., Hartford, W. Va.—Quotations on hoist haulage.

**Hoist (Pneumatic), etc.**—Panama Canal, A. L. Flint, Gen. Purchasing Officer, Washington, D. C.—Bids until June 10 to furnish: Pneumatic hoist; garbage cans; cocks; gauges; pliers; pulleys; extension ladders; storage batteries; bicycle bells; ignition cable; Klaxon horns; tire valve plungers; rubber boots; asbestos cloth; rubber fabrics and tubing; lavatory fittings; plate glass; wire broilers; chinaware; forks; knives; aluminum ware; wooden rules; sponges; sandpaper; paper towels, etc. Blank forms and information (Circular 1373) on application to offices of Panama Canal; Asst. Purchasing Agents at 24 State St., New York; 606 Common St., New Orleans; Fort Mason, San Francisco; United States Engr. offices throughout country.

**Ice-cream Machinery.**—Calvert Commercial Club, Chas. M. Best, Secy., Calvert, Tex. Names and addresses mfr. ice-cream mchy.

**Insulator-pin Equipment.**—Logan A. Allen, Franklin, N. C.—To correspond with mfrs. of and dealers in insulator-pin equipment for telegraph and telephone lines.

**Iron Grill.**—Cambridge Electric Light Co., Cambridge, Mass.—100 ft. of iron grill,  $\frac{1}{2}$  to 3-in. mesh in sections of any length, 6 to 7 ft. high.

**Irrigating Systems.**—Bert McNeil, Gen. Contr., P. O. Box 1228, San Antonio, Tex.—Irrigation systems in connection with 2 country residences; \$25,000 and \$45,000.

**Lathe.**—Witherow Steel Co., Pittsburgh, Pa.—New or second-hand 18-in. roll lathe.

**Lathes.**—Navy Dept., Bureau Supplies and Accounts, Washington, D. C.—Bids until June 8 to deliver engine lathes to Navy-yard.

**Lathe.**—Stancliff Well Screen & Mfg. Co., 808 Walnut St., Houston, Tex.—26 or 28-in. heavy-duty lathe; new or second-hand.

**Laundry Machinery.**—Board of Awards, City Register, City Hall, Baltimore, Md.—Bids until June 2, laundry mchy. for swimming pool in Druid Hill Park; Winfield F. Courts, Park Engr.

**Lighting Plant.**—See Building Material.

**Locomotive.**—Pennsylvania Equipment Co., 1420 Chestnut St., Philadelphia, Pa.—Consolidation locomotive weighing 75 to 80 tons.

**Locomotives.**—C. W. Parker, Leavenworth, Kan.—2 bell-type locomotives; 24-in. gauge, with tenders attached; need not be first-class condition.

**Locomotives.**—John G. Duncan Co., Central and Jackson Sts., Knoxville, Tenn.—Lowest dealers' prices on: 5 or 6-ton til-burning locomotive; rebuilt or second-hand 36-in. gauge locomotive; 5 or 6-ton 36-in. gauge oil-burning locomotive, within 30 days or sooner.

**Lumber.**—City Cotton Mills Co., E. S. Shelby, Prest.-Gen. Mgr., Newton, N. C.—Lumber for 5000-spindle mill.

**Machine Shop Equipment.**—Dawkins Lumber Co., Ashland, Ky.—Machine shop equipment for railroad repairs.

**Mattress Machinery.**—Calvert Commercial Club, Chas. M. Best, Secy., Calvert, Tex.—Names and address mfrs. mattress mchy.

**Metal Ceiling.**—Lee Amusement Co., Victoria Theater, Cuthbert, Ga.—40 squares metal ceiling.

**Metal-working Machinery.**—W. H. Hairs-ton, Box 130, Greensboro, N. C.—New or second-hand mchy. to mfr. stove pipe, flue work, guttering, down spouting, hot-water tanks, etc.

**Milling Machine.**—Newman Mfg. Co., 717 Sycamore St., Cincinnati, O.—No. 2 milling machine.

**Milling Machinery.**—People's Milling Co., Creswell, N. C.—General milling mchy.

**Millwork.**—J. C. Redmon, Greenville, S. C.—Prices on millwork for \$20,000 residence.

**Miscellaneous Iron Work.**—See Building Material.

**Mixer (Cement).**—See Road Machinery.

**Mixer.**—Chas. E. Waddell, Engr., 78 Patton Ave., Asheville, N. C.—Road type concrete mixer, batch type, steam-operated, self-propelled, boom and bucket, with charging skip, fitted with water-measuring device; prefer 21 cu. ft. capacity; immediate delivery; new or second-hand.

**Motors.**—Union Foundry Co., Walker Reynolds, Mgr., Anniston, Ala.—Four 3 H. P. 220-volt 3-phase A. C. 1800 R. P. M. induction motors.

**Oil Refining Plant.**—Mutual Oil & Refining Co., 301 Security Trust Bldg., Lexington, Ky.—Prices on steel rails, tanks, boilers, stills, condensers, etc., for oil refining plant.

**Painting.**—See Building Material.

**Painting.**—Construction Officer, Aberdeen Proving Ground, Md.—Bids until June 4 for painting roofs of 8 temporary artillery storage warehouses; 320,000 sq. ft. roof; plans and specifications on file.

**Paving.**—Town, J. W. Woodwall, Clerk, Scottsboro, Ala.—Bids until June 17; 150,000 sq. ft. cement sidewalks.

**Paving.**—City Commrs., Ada, Okla.—Bids until June 10; 101,000 sq. yds. rock asphalt paving; 55,000 sq. yds. plain concrete paving; Johnson & Benham, Const. Engrs., Firestone Bldg., Kansas City, Mo., and New York.

**Paving.**—City, L. A. Edward, Clerk, St.

**Albans, W. Va.**—Bids until June 22; 2000 sq. yds. paving on Fifth Ave., 2070 lin. ft. curb and gutter; 1100 sq. yds. paving on Pennsylvania Ave., 500 lin. ft. curb and gutter; 1851 sq. yds. cement-concrete pavement on Eighth Ave.; plans, etc., with Clerk and Oliver & Maupin, Huntington, W. Va.; J. M. Oliver, City Engr., St. Albans.

**Paving.**—City, F. S. Asbell, Clerk, Cochran, Ga.—Bids until June 15; 7500 sq. yds. plain cement-concrete paving and 3000 lin. ft. concrete curb on Second St.; plans, etc., with Thomas F. Bowe, Const. Engr., Murrah Bldg., Columbus, Ga.

**Pine Oil.**—Shine-O-Light Products Corp., Richmond, Va.—Names and addresses mfrs. or refiners pure yellow pine oil.

**Piping.**—Toccoa Furniture Co., Toccoa, Ga. 1 to 2-in. black piping.

**Planer.**—J. M. Torrence, Box 591, Atlanta, Ga.—Second-hand planer to dress 14-in. or more in width; with or without matcher heads.

**Plows.**—Jacks Creek Coal Co., A. J. Johnson, Prest.-Mgr., Prestonburg, Ky.—Prices on railroad plows.

**Plumbing.**—See Building Material.

**Press.**—Union Cypress Co., Hopkins, Fla.—Second-hand power wheel press; first-class shape.

**Presses.**—Curtis Bay Copper & Iron Works, Beech St., Baltimore, Md.—Two No. 3½-A Bliss toggle presses.

**Rails.**—Mason Coal & Chemical Co., Hartford, W. Va.—Quotations on 6 tons 16-lb. rails for mine service.

**Rails.**—Carolina Materials Corp., Security Mutual Bldg., Binghamton, N. Y.—1 mi. 25-lb. rails with fish plates and spikes.

**Rails.**—Jacks Creek Coal Co., A. J. Johnson, Prest.-Mgr., Prestonburg, Ky.—Prices on 85-lb. rails.

**Rails (Relay).**—See Brick and Tile Equipment.

**Rails.**—See Oil Refining Plant.

**Retorts.**—C. R. Poole, Sylvania, Ga.—Names and addresses mfrs. portable retorts or stills for distillation of pine.

**Road Construction.**—Coweta County Commissioners, Newnan, Ga.—Bids until June 16; 8 mi. road; concrete; grade and soil 20 mi. road; \$300,000 available.

**Road Construction.**—Crenshaw County Comms., Luverne, Ala.—Bids until June 21; 7.50 mi. road from Dozier; 10,000 sq. yds. sand-clay surfacing; R. L. Kenan, Engr., Selma, Ala.

**Road Construction.**—Pearl River County Supvrs., H. K. Rouse, Clk., Poplarville, Miss. Bids until June 10; 12.98 mi. road between Poplarville and Lumberton; 20,340 cu. yds. gravel; plans, etc., with Clk. at Poplarville, State Highway Dept.; Xavier A. Kramer, Engr., Jackson, Miss.

**Road Construction.**—Bennett, Jerome and Robinson Road Improvement Dists. of Drew, Chicot and Ashley Counties, G. C. Robinson, Secy. Comms., Dermott, Ark.—Bids until June 22; 28.85 mi. road; bridges; plans, etc., with Secy. at Dermott, State Highway Comsn., Little Rock, and Ford & MacCrea, Engrs., 326 Gazette Bldg., Little Rock, Ark.

**Road Construction.**—Coahoma County Supvrs., Clarksdale, Miss.—Bids until June 25; 10.7 mi. State trunk road between Clarksdale and Tunica; Federal-aid Project 49; 93,500 sq. yds. concrete surfacing; plans, etc., with Clerk at Clarksdale, and State Highway Dept., Xavier A. Kramer, Engr., Jackson, Miss.

**Road Construction.**—St. Francis County Comms. Road Improvement Dist. 5, B. Friar, Secy., Hughes, Ark.—Bids opened June 3; 5¼

mi. gravel road; plans, etc., with L. C. Torrence, Engr., and J. W. Morrow; both Forrest City, Ark., and State Highway Dept., Little Rock, Ark.

**Road Construction.**—Supvrs. Road Dist. 1, Sixth Police Jury Ward, St. Landry Parish, Gustave Euselier, Chrmn., Opelousas, La.—Bids until June 8; improve roads; 65,000 cu. yds. embankment; 82,000 ft. timber bridges; 1500 lin. ft. pipe; plans, etc., on file at Opelousas, and with A. G. Mundinger, Engr., Baton Rouge, La.

**Road Construction.**—Chatham County Commissioners, W. H. Ferguson, Chrmn., Pittsboro, N. C.—Bids until June 14; 9.5 mi. road from Moores Bridge to Wake County line; plans, etc., with Register of Deeds, Pittsboro, and Spinks & Edwards, Engrs., Masonic Temple, Winston-Salem, N. C.

**Road Construction.**—Ritchie County Commissioners, Harrisville, W. Va.—Bids until June 7; 3.18 mi. earth road in Union Dist.; Section A, State Project No. 1098; plans, etc., with H. J. Grathwol, Road Engr., Harrisville, and H. E. Snyder, Div. Engr., 614 Union Trust Bldg., Parkersburg, W. Va.

**Road Construction.**—Bollivar County Highway Comms. Shaw Road Dist., Cleveland, Miss.—Bids until June 15; 4.47 mi. State Trunk road between Cleveland and Leland; Federal Aid Project No. 81; 9323 cu. yds. gravel; 5736 lbs. reinforcing steel; plans, etc., with Clk. at Cleveland, State Highway Dept.; Xavier A. Kramer, Engr., Jackson, Miss.

**Road Machinery.**—City, J. J. Green, Mayor, Covington, Tenn.—10-ton road roller, scarifier and cement mixer.

**Road Roller.**—Chas. E. Waddell, Engr., 78 Patton Ave., Asheville, N. C.—10-ton steam-driven 3-wheel road roller; immediate delivery; new or second-hand.

**Rock, etc.**—E. J. Ward, Box 41, Phillipsburg, N. J.—Yellow ochre and green rock or slate.

**Roofing.**—See Building Material.

**Roofing.**—Lee Amusement Co., Victoria Theater, Cuthbert, Ga.—40 squares tin roofing.

**Safe.**—See Bank Fixtures.

**Sand.**—Navy Dept., Bureau Supplies and Accounts, Washington, D. C.—Bids until June 8 to deliver foundry sand to Navy-yard.

**Scrapers.**—Jacks Creek Coal Co., A. J. Johnson, Prest.-Mgr., Prestonburg, Ky.—Prices on slip scrapers.

**Seating.**—E. E. Collins, 210 N. Baltimore Ave., Ocean City, Md.—Second-hand pews for Atlantic M. E. Church; 412 lin. ft. or 33 separate pews from 8 to 22 ft. in length; semi-circular seating plan.

**Seating.**—Lee Amusement Co., Victoria Theater, Cuthbert, Ga.—500 opera chairs. (See Theater Equipment.)

**Seating.**—Dr. J. C. Moore, Duncan, S. C.—Desks for \$18,000 school; 2 stories; also seats for auditorium.

**Sewer Construction.**—District of Columbia Comms., Louis Brownlow, 509 District Bldg., Washington, D. C.—Bids until June 14; construct 2150 lin. ft. 3-ft. by 3-ft. 9-in. to 4-ft. 6-in. by 4-ft. 6-in. brick and concrete sewer; plans, etc., from Chief Clerk, 427 District Bldg.

**Sewer Construction.**—City of Selma, N. C., C. A. Corbett, Mayor.—Bids until June 15; construct sanitary sewer system; lay 5 mi. 8 to 15-in. vitrified pipe sewers; plans, etc., from Wm. M. Platt, Engr., Durham, N. C.

**Sewer Construction.**—City of Cochran, Ga., J. C. Urquhart, Mayor.—Bids until June 15; construct 25,000 ft. vitrified pipe sewers and septic tank; plans, etc., from Thos. F. Bowe,

Inc., Const. Engr., Murrah Bldg., Columbus, Ga.

**Separators (Cream).**—Calvert Commercial Club, Chas. M. Best, Secy., Calvert, Tex.—Names and addresses mfrs. cream separators.

**Sheet-metal Work.**—See Building Material.

**Shoes, etc.**—Hjalmar Minde & Co., Box 184, Bergen, Norway.—To represent mfrs. and exporters of: Canvas-shoes with rubber or leather soles; workmen's gloves; oilcloth; plaids; suspenders, switchback style preferred.

**Shoe Machinery.**—Electric Shoe Shop, Chas. R. Elkins, Mgr., Siler City, N. C.—Names and addresses mfrs. shoe mchy.

**Shovel.**—Lone Star Stone Co., 303 Kemp & Kell Bldg., Wichita Falls, Tex.—Steam shovel with 3-yd. dipper for rock quarry; Bucyrus, Osgood or Marion preferred; good condition.

**Shovel (Steam).**—John G. Duncan Co., Central and Jackson Sts., Knoxville, Tenn.—Prices on ¾ yd. or larger steam shovel for brick plant for handling clay; new or first-class used; immediate delivery.

**Silks.**—Miami Lamp Shade & Decorating Co., W. C. Stevens, V.-P. and Mgr., Miami, Fla.—Plain silks, trimmings and fringes for lamp shades and decorating; wholesale quantities.

**Stage Scenery.**—See Theater Equipment.

**Stage Curtains.**—See Building Material.

**Steamships.**—R. A. Zoeller of Carolina & East Coast Navigation Co., Washington, N. C.—To charter or purchase 2 propeller freight steamers, carry 300 to 500 tons deadweight, not over 10-ft. draft.

**Steel Sheets, etc.**—Panama Canal, A. L. Flint, Gen. Purchasing Officer, Washington, D. C.—Bids until June 18 to furnish: Steel or iron sheet; tool steel; pig-iron and lead; antimony; phosphor tin; boilers; steel, iron and bronze rope; steel wire; pipe fittings; cocks; valves; fire bricks; silica sand; bituminous enamel. Blank forms and information (Circular 1372) on application to offices of Panama Canal; Asst. Purchasing Agents at 24 State St., New York; 606 Common St., New Orleans; Fort Mason, San Francisco; United States Engr. offices throughout country.

**Stump Puller.**—Hiram Bell, 601 Summitt Ave., Greensboro, N. C.—Names and addresses mfrs. gas or oil engine driven stump puller.

**Talc and Ochre.**—Columbia Crushed Stone Co., Drake Bldg., Easton, Pa.—Yellow ochre and talc.

**Tanks.**—See Oil Refining Plant.

**Telephone Poles, etc.**—Hominy Telephone Co., W. E. Schwaba, Mgr., Hominy, Okla.—Telephone poles and cable.

**Theater Equipment.**—Lee Amusement Co., Victoria Theater, Cuthbert, Ga.—500 opera chairs, asbestos curtain, 30x25 ft.; stage scenery.

**Tile.**—George Ledbetter, 15 East St., Asheville, N. C.—Names and addresses mfrs. best grade hollow tile for partitions, walls, etc.

**Tile.**—Mason Coal & Chemical Co., Hartford, W. Va.—Quotations on 3000 flat 12x18 or 12x16 glazed tile.

**Tile.**—Bert McNeil, Gen. Contr., P. O. Box 1228, San Antonio, Tex.—Floor tile, wall tile, roofing tile for 2 country residences; \$25,000 and \$45,000.

**Tile Machinery.**—Amarillo Brick & Tile Co., W. C. Pope, Mgr., Amarillo, Tex.—Hollow tile and brick mchy. for stiff-mud plant.

**Timber Sizer.**—Southern Wood Preserving Co., R. H. White, Prest., Atlanta, Ga.—Sx15-in. timber sizer, 6 rolls; good condition.

**Timber Sizer.**—Southern Wood Preserving



Co., R. H. White, Prest., Atlanta, Ga.—12x18 timber size, 6 rolls; good condition.

**Tin Circles, etc.**—Baltimore Tin Stamping & Novelty Co., 1714 Aliceanna St., Baltimore, Md.—Bright tin circles, 1-in. diam. and larger; 2-in. and wider tin strips; damaged tinplate.

**Tipple.**—Porter Mining Co., Second National Bank Bldg., Ashland, Ky.—Tipple.

**Transformers, etc.**—Panama Canal, A. L. Flint, General Purchasing Officer, Washington, D. C.—Bids until June 22 to furnish: Steel, wire stitcher, safes, bronze rope, transformers, agate and enameled-ware, counter brushes, rubber tires and tubes, soap and soap polish, record books, Shannon files, pen points, paper drinking cups, paper, turpentine substitute and gasoline. Blank forms and information (Circular 1374) on application to offices of Panama Canal; Asst. Purchasing Agents at 24 State St., New York; 606 Common St., New Orleans; Fort Mason, San Francisco; United States Engr. offices throughout country.

**Truck.**—Carolina Machinery Co., Sumter, S. C.—Names and addresses mfrs. low wagon or truck to carry 15-ton fuel-oil engine.

**Tubing (Fiber).**—D. F. Davenport, Americus, Ga.—Names and addresses mfrs. fiber tubing, 1 to 2-in. diameter.

**Vacuum Cleaners.**—Treasury Dept., Supervising Archt.'s Office, Washington, D. C.—Bids until June 21 to furnish: Various public buildings with hand, electric and portable vacuum cleaners for one year.

**Valves.**—Board of Awards, Wm. F. Broening, Prest., Baltimore, Md.—Bids until June 9; furnish and deliver valves to Water Dept.;

plans, etc., from Wm. R. Megraw, Water Engr.

**Vault.**—See Bank Fixtures.

**Vault.**—See Bank Fixtures.

**Water-works Construction.**—City Commrs., Madill, Okla.—Bids until June 11; extend water-works; construct dam and pumping station at Mill Creek; 150,000-gal. capacity elevated tank, and system of distributing mains to city; plans, etc., from Johnson & Benham, Const. Engrs., Firestone Bldg., Kansas City, Mo.

**Wheelbarrows.**—Jacks Creek Coal Co., A. J. Johnson, Prest.-Mgr., Prestonburg, Ky.—Prices on wheelbarrows.

**Whistles (Steam).**—American Collapsible Box Co., Walnut Grove, N. C.—Names and addresses mfrs. coarse steam whistles.

**Wire Frames.**—Miami Lamp Shade & Decorating Co., W. C. Stevens, V.-P. and Mgr., Miami, Fla.—Wire frames for shades; wholesale quantities.

**Woodworking Machinery.**—Seminole Crate Co., Orlando, Fla.—Veneer lathe, nailing machines, etc.

**Woodworking Machinery.**—A. J. Cohea, Mgr. American Casket Co., Box 1186, San Antonio, Tex.—Bids until July 1; woodworking mchy. to mfr. coffins, caskets, etc.

## Railroad Construction

### Railways.

Ky., Lackey.—Collins Mining Company will build from 3 to 5 mi. of standard-gauge railroad to develop new mining property. Sam Porter is Secy.-Treas. at Ashland, Ky.

## INDUSTRIAL NEWS OF INTEREST

Items of news about industrial, railroad or financial interests, building operations, construction work, municipal improvements, or the sale of machinery or the letting of contracts in the South or Southwest, are invited from our readers whether they are advertisers or subscribers or not. We invite information of this character from readers in the North and West about their Southern business operations, as well as from Southern readers. News of value will be published just as readily when from non-advertisers as from advertisers.

### INDUS NEWS—(JUNE THREE)—MUST Removal of Cleveland Office.

On or about June 10 the Cleveland office of the Electric Storage Battery Co. will move from its present location, 1217-1222 Citizens' Bldg., which it has occupied since May 1, 1903, to Chester Ave. and E. 24th St. The new offices will occupy the entire second floor of the "Exide" Battery service station, extensive alterations having been made for them. H. F. Sauer, acting manager of the Cleveland office, says that the necessity for the move has been brought about by a consistently rapid increase of the company's business. The new offices provide larger quarters and more adequate facilities. The factory of the Electric Storage Battery Co. is located in Philadelphia.

### Now in New Building.

The Greensboro Supply Co., Greensboro, N. C., dealers in mill supplies, have moved from their former location to their three-story-and-basement building on Davie St. The building is 25x150 feet, and they carry a full line of electrical machine tools. Their business has increased greatly, and they are now shipping over the entire South, in which they are strongly established.

### Has Office in Paris.

Lockwood, Greene & Co., 60 Federal St., Boston, have issued a circular, reminding their friends who visit Europe that the Paris organization, Compagnie Lockwood Greene, 47 Avenue de l'Opera, Paris, France, extends a cordial welcome.

### Iron and Steel Firm Organized.

Karasik, Friedman & Co., Inc., a new firm dealing in iron and steel, new and relaying rails, scrap, etc., has been formed by J. D. Karasik and Sidney S. Friedman, both of whom are well known in the iron and steel trade, and has established offices at 659 Woolworth Bldg., New York City. They will specialize in rails and track accessories as well as in bar products. Mr. Karasik, who has 20 years' business experience, was formerly with the United American Iron & Steel Co. and the Wilkoff-Vaughn Company, in New York, and Mr. Friedman was formerly manager of the New York office of the Wilkoff Company.

### Large Office Building Built of Concrete.

Contracts were recently closed and work begun May 1 for the erection of what is described as the "largest concrete building ever erected on Manhattan Island." The site is at 395 Hudson St., New York. The building, partly an 11-story office building and warehouse, and partly a five-story-and-basement warehouse, will occupy the entire block bounded by Hudson, W. Hudson, Greenwich and Clarkson Sts., and will cover an area of 358x200 feet. It will be composed throughout of reinforced concrete, excepting a veneer of brick on the exterior walls. Contracts were signed between the 395 Hudson St. Corporation and the Turner Construction Co. McKenzie, Voorhees & Gmelin of 1123 Broadway are the architects. Meyer, Strong & Jones are consulting engineers of the electrical and mechanical equipment. It is

expected that the owner will occupy the building by May, 1921. The cost of the whole operation will involve nearly \$3,000,000. There will be 538,000 square feet of floor area. Fifteen-year leases have been made by the Western Electric Co., Inc., and the New York Telephone Co. The telephone company will use the building for its local New York territory sales and distributing forces. Executive offices will be on the upper floors, and there will be dining-rooms, handball courts, shower baths, and the like, provided for Western Electric employees. Considering the present costs of labor and materials, it is said that there will be a considerable saving accomplished by erecting this building of concrete.

### Sales Offices Opened.

The Pennsylvania Pump & Compressor Co., Easton, Pa., announces the opening of its sales offices in different cities as follows: New York City, 50 Church St., H. C. Browne, manager; Philadelphia, Pa., 2222 Chestnut St., W. J. Devlin, manager; Pittsburgh, Pa., 631 Fulton Bldg., C. W. Gellinger, manager; Richmond, Va., Mutual Bldg., W. F. Delaney, manager; Birmingham, Ala., 2027 Jefferson Bank Bldg., H. I. Kahn, manager; Salt Lake City, Utah, Newhouse Bldg., C. H. Jones, manager; Milwaukee, Wis., 604 First National Bank Bldg., Coates & Zarling, representatives.

### Making Corrugated Paper and Fiber Board.

The American Collapsible Box Co., Walnut Cove, N. C., who recently began business, have installed a complete unit of the latest machinery for the manufacture of corrugated paper and fiber board. They specialize in suitcase egg crates and fruit containers made of this material, and they are, it is stated, owners of a valuable patent for reinforcing the corrugated material. A. van den Boom is president and J. W. Slate, secretary-treasurer of the company.

### Change of Name.

The corporate name of the Macomber & Whyte Rope Co., Kenosha, Wis., has been changed to Macwhyte Company, effective June 1. No change in the ownership, management or policy of the company is involved. George S. Whyte continues as president and general manager, Jessel S. Whyte as secretary and E. W. Reitzel as treasurer. The products of the company, known and advertised as "Macwhyte" for several years, include not only wire rope, but streamline wire for airplanes, mine car hitchings, safety detaching hooks for coal mines, etc.

### Small But Powerful Blaster.

The Davis No. 1 Blaster, something new in the way of blasting machines, is being placed on the market by the Atlas Powder Co. of Philadelphia. This device is a small instrument weighing only 3½ pounds, and it is described as being very powerful for its size, developing ample current to fire five 30-foot copper wire electric blasting caps, or five 6-foot iron wire electric blasting caps, connected in single series. The dimensions of this blaster are 2x4x½ inches, and it has a strap for carrying.

### Branch Office Necessary.

The Electric Controller & Manufacturing Co. of Cleveland, O., owing to the steady increase of their business, have found it necessary to open a branch office in Boston. This branch is under the charge of M. D. Goodman and it is located at 49 Federal St., Room 370.

In writing to parties mentioned in this department, it will be of advantage to all concerned if the Manufacturers Record is mentioned.

**Larger Plant to Build Tractors.**

The "Cietrac Courier" of the Cleveland Tractor Co., Cleveland, O., in its May issue presents a description and illustration of the new additions to the plant, the enlarged heat-treating department being already at work and the 100 per cent increase in assembly floor space to be ready July 1. The floors are nearly completed; then will come the machinery in place, and then increased production. A couple of other interesting pictures show a Cietrac carrying a huge six-ton ash log out of the mountains of Oklahoma. This product of the forest was 14 feet long and 5 feet in diameter. It weighed 12,000 pounds and was 17 miles from a railroad. Without a tractor to haul it to the cars it would have been a loss, for every other method tried to move it had failed.

**To Build Its Own Rolling Mill.**

The Conneaut Shovel Co. recently acquired ten acres of land immediately west of its plant in Conneaut, O. A rolling mill is to be built there at some time. The land lies between two railroads—the New York Central and the Nickel Plate.

**An Expanding Industry in New Plant.**

The Steel Products Co., Savannah, Ga., manufacturers of steel structures, highway bridges, tanks, towers, fire-escapes, balconies, cranes, etc., have moved from their former location to their new plant at Millhaven, which is in the industrial district. They now have a large assembly plant, which is the building shop, 250x130 feet, equipped with traveling crane, and it is their intention to erect another building of large size. They have branch tracks connecting with the Central of Georgia Railways main line, which offers splendid shipping facilities. Their plant consists of four acres. In addition to what they manufacture, they carry a full and complete stock of structural shapes, galvanized sheets, black sheets and exhaust fans. They now ship their product from Pennsylvania to Texas and from Ohio to Cuba.

**Large Stock Issue Oversubscribed.**

An interesting and important industrial financial operation, indicative of the high esteem in which well-managed Southern enterprises are held, was accomplished recently when the General Asbestos & Rubber Co., Charleston, S. C., for the purpose of increasing its working capital to meet the requirements of expanding business and to make it as independent as possible of bank credit, offered \$1,000,000 of its preferred stock, all of which was taken by the afternoon of the day it was offered by a Charleston bank, and there was also an oversubscription of \$100,000. This company, whose business has increased from \$622,000 a year in 1915 to \$5,350,000 in 1919, makes asbestos textile fabrics, including brake lining, asbestos cloth and asbestos packing of every description, yarn for electrical purposes, and a large number of specialties used in industries where steam, gasoline or electric power are employed. C. Bissell Jenkins is president; M. B. Barkley and C. B. Jenkins, Jr., vice-presidents; J. P. Thomas, treasurer; J. T. Jenkins, secretary, and E. H. Jeffords, assistant treasurer.

**Trade Literature.****A Fine Electric Catalogue.**

The Benjamin Electric Mfg. Co., Chicago, has issued Catalogue No. 22, comprising a complete listing, descriptions and illustrations of Benjamin electrical specialties. In addition to the catalogue data there is information upon

illumination requirements and also simple rules for laying out lighting plans to attain correct industrial lighting. An index gives full details covering catalogue numbers, list prices, package quantities, weights and discount schedules. For convenience the material listed in this catalogue is grouped into schedules, with mechanical separators, tabbed for quick reference. The following schedules are listed: (1) Wireless clusters and plug clusters, (2) industrial lighting fixtures and reflectors, (3) wiring devices, (3H) attachment plugs, (4) special fixtures and fittings, (6) industrial signals, (8) panel boards.

**All About Grinding Wheels.**

The 1920 catalogue of the L. Best Company, 28 to 30 West Broadway, New York, in its general consideration of the subject, "Grinding Wheels and Machinery," presents a great deal of valuable information concerning the several types of wheels made and the materials of which they are composed. This includes a grading table to advise the best kind of wheel to be used for grinding any particular metal, followed by suggestions as to correct operating speeds, rules for obtaining surface speeds, calculating speeds and diameter of pulleys, etc. There are tables giving revolutions per minute for various sizes of grinding wheels to discover the peripheral speed in feet per minute; also one about wheel circumferences. These are followed by other tabular data of interest and importance. The book, which is finely printed and illustrated, has nearly 150 pages, comprising full information concerning sizes, etc., of each of the company's products.

**Interesting to Paving and Road Contractors.**

The Victor L. Phillips Co. of Kansas City, Mo., dealers in construction and transportation equipment, have issued a cloth-bound catalogue of 266 pages devoted to only their full line of paving and road-building equipment. In addition to describing briefly the many different pieces of equipment, the book also presents a section which is full of information valuable to paving and road-building contractors. Recently 3000 of these catalogues were delivered by the binders, and they have been distributed throughout the country, but a sufficient number besides these have been printed so that the company will continue to send copies to inquirers who address the Kansas City offices, asking for Catalogue No. 9. Plans are under way to issue a general catalogue of from 800 to 1000 pages to cover the complete line of construction and transportation equipment handled by this machinery house.

## Financial News

**New Financial Corporations.**

Ala., Bessemer.—A new bank, to have \$100,000 capital, is being organized in Bessemer by A. H. Dabbs, Pres. of the Bank of Carrollton, Carrollton, Ala., and associates, including J. B. Morton, Dr. R. P. McTyeire, E. L. Huey, F. B. Buck and others of Bessemer.

Ala., Townly.—Bank of Townly is incorporated. Capital \$15,000; authorized \$25,000. A. M. Grimsley of Fayette, Ala., Pres.; J. D. Teaford, 1st V.-P.; G. R. Allison, Cashr.

Ala., Winfield.—Citizens' Bank of Winfield, capital stock \$20,000, authorized \$30,000, is incorporated. Pres., A. M. Grimsley of Fayette, Ala.; V.-Ps., E. L. Lucas and W. H. Ward; Cash., W. L. Roberts.

Fla., Lake Worth.—First National Bank,

capital \$30,000, recently chartered, has elected J. W. Means, Pres.; Roy F. Goodman, V.-P., and Frank Heywood, A. H. Emerson, D. L. Nisbet and other directors. Cash, not yet selected.

Fla., Miami.—Miami Exchange Bank, capital stock \$50,000, surplus \$12,500, has begun business. S. J. Thorp, Pres.; H. C. Thompson, V.-P.; George L. Branning, Cash.

Fla., Tampa.—Bankers & Merchants' Life Insurance Co., capital stock \$2,000,000, is reported being organized by R. Anderson and Dr. W. H. Cox. John B. Sutton, attorney-at-law, is preparing charter.

Ga., Griffin.—Realty Loan & Building Co., capital stock \$25,000, which may be increased to \$100,000, has applied for charter; petitioners, R. H. Drake, G. J. Drake, D. B. Searcy, H. A. Lorick, A. K. Maddox and D. R. Cumming. Cumming & Maddox, Attys.

Ky., Ashland.—Ashland National Bank, formed by the merger of the Ashland National Bank interests, and those of the Merchants Bank & Trust Co., is reported organized with John E. Buckingham, Pres.; Charles Russell and John Russell, V.-Ps., and Col. T. A. Fied, Cash.

Ky., Louisville.—Domestic Life & Accident Insurance Co. of Louisville, capital stock \$100,000, is inceptd., it is reported, by negro citizens. Incorporators, H. C. Russell, Dr. W. H. Witherspoon, J. A. C. Lattimore and William Warley.

Md., Curtis Bay, Baltimore.—Industrial Bank of Baltimore organized. Pres., Clarence L. Fuller; V.-P., E. Eiselt; Cashr., Walter Dushane.

Md., Seat Pleasant.—Southern Maryland Trust Co. of Seat Pleasant is inceptd. with \$100,000 capital stock by Francis S. Carmody, W. S. Collins, Lewis A. Griffith, Bernard E. Behrend, M. Cary McNab and others.

Miss., Carthage.—Carthage Bank, capital \$50,000, has applied for charter. Inceptrs: J. L. McMillin, M. F. Wallace, I. A. Chadwick, M. M. Keith, C. W. Triplett and Smith Williams.

N. C., Charlotte.—Bank of North Charlotte, capital stock \$100,000 authorized, \$15,000 paid in, recently chartered, has elected Dr. J. O. Simmons Pres., and E. E. Jones and L. Leake Spencer, V.-Ps.

N. C., Council.—Bank of Council, capital stock \$10,000, is chartered. H. M. McAllister of Lumberton, N. C., is Pres.; A. G. Holmes, V.-P.; J. A. Pickett, Cash., both of Council.

N. C., Winston-Salem.—Southside Branch of Farmers' Bank & Trust Co. organized to begin business June 1; S. E. Hall, V.-P.; B. N. Linville, Cash.

Okla., Renfrow.—Bank of Renfrow, capital stock \$10,000, is chartered; incorporators, Howard D. Reed, A. M. Edwards of Medford, and Chas. W. Jacobson of Renfrow.

Tex., Dallas.—A new life insurance company is reported being organized in Dallas by D. E. Waggoner, president of the Security National Bank; capital to be \$500,000; paid-in surplus, \$250,000. Expected to begin business next fall.

Tex., San Antonio.—A new banking institution, to have \$2,000,000 capital stock, is reported being organized for San Antonio by A. S. Whitten of Pleasanton, Tex., and others. It will make a specialty of oil loans.

Tex., Vernon.—Vernon National Bank, capital \$100,000, applied for charter. W. E. B. Leonard and others.

Va., Vinton.—First National Bank, recently chartered, will begin business September 1; capital \$50,000; surplus \$25,000; Geo. M. Muse, Pres.; C. S. McNulty, V.-P. and Counsel; Walter H. Vinyard, V.-P.; Frank L. Mitchell, Cash.

## New Securities.

Ala., Birmingham—(Street).—Contemplated election on \$1,000,000 of bonds to be issued in five annual installments of \$200,000 each. Address The Mayor.

Ala., Montgomery—(School, Water, Sewer, Funding).—The \$1,450,000 city bonds voted April 27 are 5 per cent as follows: \$1,000,000 school, \$150,000 water-works, \$50,000 sewers, \$250,000 funding. Date of offering not yet settled. C. B. Smith is City Clerk.

Ark., Ashdown—(Road).—Sold to Stix & Co. of St. Louis. It is reported, \$40,000 of 6 per cent \$500 and \$1000 denomination 20-year serial bonds of Little River County Road Dist. No. 5, dated Feb. 1, 1920.

Ark., Charleston—(School).—\$9000 bonds reported voted for a school auditorium. Address School Board.

Ark., Wynne—(Road).—Reported sold to M. W. Elkins of Little Rock, Ark., \$750,000 bonds of Parkin Road Dist., Cross County.

Fla., Green Cove Springs—(Road, Bridge). Reported sold to the American Clearing Co. at 95 May 10, \$50,000 of 6 per cent \$500 denomination 1-20-year serial bonds of Dist. No. 2, Clay County, dated July 1, 1920, and maturing from 1921 to 1940, inclusive.

Fla., Lake Worth—(School).—Voted recently \$40,000 high-school bonds, Palm Beach County. Address County Supt. of Education.

Fla., Miami—(Dock, Hospital, Fire).—Election July 6 on \$535,000 of city bonds as follows: \$400,000 terminal dock, \$100,000 hospital, \$30,000 fire station and \$5000 fire alarm. W. P. Smith is Mayor and W. B. Moore City Clerk.

Fla., Miami—(Road).—\$350,000 of 5½ per cent 30-year Dade County bonds reported voted May 17. Address County Commrs.

Fla., Monticello—(Sewer).—Election reported called for June 15 on \$14,000 of 6 per cent 5-20-year serial bonds, also for \$10,000 time warrants. Address The Mayor.

Fla., Orlando—(Road).—An election on \$1,500,000 of Orange County bonds is expected to be held soon. Address County Commrs.

Fla., Palmetto—(Paving, Dock, Piling).—Election reported called June 22 on \$35,000 of bonds as follows: \$10,000 paving, \$20,000 repairing docks, \$5000 protecting piling. Address The Mayor.

Fla., Perry—(Paving, Sewer, Water, Sanitation).—\$25,000 of city bonds were voted recently. Address The Mayor.

Fla., Tampa—(School).—Bids will be received until 11 A. M. July 1 for \$60,000 of 6 per cent \$1000 denomination 20-year serial bonds of School Dist. 28, Hillsborough County, voted May 11. J. E. Knight is Supt. Public Instruction.

Fla., Titusville—(Road, Bridge).—Bids will be received until 10 A. M. June 7 for \$175,000 of 6 per cent \$1000 denomination bonds of District No. 6, Brevard County, dated Feb. 1, 1920, and maturing \$25,000 every five years from 1925 to 1945, inclusive, and \$50,000 in 1950. Address J. F. Mitchell, Clk. County Commrs.

Fla., Titusville—(Road, Bridge).—Bids will be received until 10 A. M. June 5 for \$300,000 of 6 per cent \$1000 denomination bonds of Cocoa Beach Dist., Brevard County, maturing \$50,000 every five years from 1930 to 1955, inclusive, and dated Feb. 1, 1920. Address J. F. Mitchell, Clk. County Commrs.

Fla., West Palm Beach—(School).—Bids will be received up to and including June 26 for \$40,000 of 6 per cent, \$500 denomination bonds of Special Tax School Dist. No. 4, Palm Beach County dated July 1, 1920, and voted May 18, 1920. Address W. E. Keen, Supt.

Ga., Baxley—(Road).—\$230,000 of Appling

County bonds voted May 12 are 5 per cent 5-30-year serial. Address County Commrs.

Ga., Claxton—(School).—Bids received until June 7 it is reported for \$30,000 of 5 per cent, \$1000 denomination, 1930, 1940 and 1950 bonds of Claxton Local School Dist., dated Jan. 1, 1920. Address E. O. Darsey, Secy. School Dist.

Ga., Columbus—(Paving, School).—Voted May 15 the following 5 per cent \$1000 denomination 30-year bonds: \$150,000 school and \$150,000 paving. As soon as validated they will be offered for sale, approximate date being July 10. Address J. D. Cargill, treas.

Ga., Dublin—(School).—\$15,000 bonds of Dudley School Dist., Laurens County, voted May 12, are 6 per cent 20-year serial. Address School Board.

Ga., Dublin—(Hospital).—Laurens County election June 3 to vote on \$60,000 hospital bonds postponed until Sept. 3 because of insufficient time for bond campaign, but it will not be held then unless city issue of \$30,000 is voted June 3 to co-operate with the county for the hospital. Address County Commrs.

Ga., Hartwell—(School).—Election May 31. It is reported, on \$5000 bonds of Nuberg Dist., Hart County. Address County School Board.

Ga., Hartwell—(School).—Election June 19 on \$4,000 of Cedar Creek School Dist., Hart County bonds. J. A. Cobb, G. C. Lewis and J. Robert Gaines are trustees.

Ga., Leesburg—(School).—Voted May 19 the following 5 per cent, \$1000 denomination Lee County bonds: \$65,000 Leesburg and \$60,000 Smithville School Dist., Address S. J. Powell, County School Supt. In Red Bone Dist. bonds failed to carry.

Ga., Milledgeville—(Water-works).—\$91,500 of 5 per cent bonds offered May 11 are reported unsold, and they will probably be offered again. Address The Mayor.

Ga., Ringgold—(Road).—\$100,000 bonds of Catonsville County reported voted May 24. Address County Commrs.

Ga., Tifton—(School).—\$15,000 of bonds were voted May 19 in Ty Ty District of Tift County. Address School Board.

Ga., Ty Ty—(School).—\$15,000 of Ty Ty Dist. bonds reported voted. Address School Trustees.

Ga., Whigham—(School).—Another election. It is reported, will be held soon for \$25,000 of bonds, the election May 11 having been in error. Address M. G. Patterson, Mayor.

Ga., Winder—(Paving, Sewer).—Sold to the Farmers Bank of Winder at \$53,040, \$52,000 of 5 per cent, \$1000 denomination, 20-year bonds voted April 5 and offered May 27.

Ky., Brooksville—(Road).—Fiscal Court has authorized that bids be invited for \$100,000 of Bracken County bonds. Address County Clerk.

Ky., Mt. Sterling—(Road).—County Commissioners have been asked to call an election July 10 for \$300,000 bonds of Montgomery County. Address County Clerk.

La., Lake Providence—(Drainage).—Bids will be received until 9 A. M. June 15 for \$100,000 of 5 per cent \$500 denomination serial 30-year bonds, of Bunche's Bend Drainage Dist., East Carroll Parish; voted May 18 and dated June 1, 1920. Address J. E. Poague, Secy. Drainage Board.

La., Mooringsport—(School).—Voted May 18, \$40,000 of town bonds. Address School Board.

La., Pointe a la Hache—(School).—Election called in School Dist. No. 1 of Plaquemines Parish for \$25,000 bonds. Address Parish School Board.

La., Rayville—(Road).—Sold to Caldwell & Co. of Nashville, Tenn., it is reported, \$975,000 of 5 per cent 20-year bonds of Road Dist. 2,

3 and 4, Richland Parish, at par and accrued interest.

Md., Cumberland—(General Improvement, Water).—Bids will be received until June 24 for \$550,000 (part of \$1,750,000 issue) of 4½ and 4½ per cent, \$1,000 denomination serial bonds dated July 1 and voted March 16. Address J. J. Stump, Commr. of Finance and Revenue.

Miss., Gulfport—(School, Wharf, Fire Equipment).—Voted May 15 \$95,000 of city bonds, \$1000 denomination; for schoolhouse, \$60,000; municipal wharf, \$20,000; fire equipment, \$15,000. Chas. R. Haydon is Mayor and Geo. P. Kearse, City Clk.

Miss., Ingomar—(School).—Town authorities have asked Union County Supvrs. for authority to issue bonds. Address School Board.

Miss., Laurel—(Street, Water-works Improvement).—Election June 11 for \$50,000 of 6 per cent, \$1000 denomination city bonds. Date of issue not yet determined. Maturities as follows: Beginning six years from date of issue, one bond each year for five years; then two bonds each year for 10 years; balance of \$25,000 due 15 years from date of issue. F. A. Smallwood is City Clerk.

Miss., Meridian—(School).—Bonita School Dist., Lauderdale County, will vote June 8, it is reported, on \$15,000 bonds. Address County School Board.

Miss., Meridian—(Auditorium).—City Council has been petitioned to call an election to vote on \$100,000 of city bonds. Walter White is City Clerk.

Miss., Moss Point—(Electric Light).—Bids received until 7:30 P. M. June 1 for \$10,000 of 6 per cent \$500 denomination bonds. Address C. M. Fairley, City Clk.

Miss., Rolling Fork—(School).—Contemplated to issue \$125,000 of bonds. Address M. P. Moore, City Clerk.

Mo., Benton—(Road).—Concerning recent report that \$250,000 of Scott County bonds were authorized, Geo. W. Pearman, County Clerk, says: "We have not issued any bonds since 1917, at which time we issued \$750,000, and have \$500,000 of these unsold yet. Will offer them for sale along as we spend the money on roads. Will probably sell about \$100,000 September 1."

Mo., Elvins—(School).—Bids received, it is reported, until 8 P. M. June 1 for \$80,000 of 6 per cent \$1000 denomination serial bonds of Elvins School Dist., St. Francois County, dated May 1, 1920. Address T. J. Buckner, Secy. School Board.

Mo., Galena—(Road).—No bids were received for the \$100,000 of Stone County bonds offered on May 22 and they will probably be offered at private sale. Address County Commrs.

Mo., Maryville—(School).—Bids received May 28 for \$75,000 bonds. Address Geo. P. Wright, Secy. Board of Education.

Mo., Mexico—(Sewage Disposal).—\$25,000 of sewage-disposal bonds are reported to have been sold at par and interest.

Mo., Stockton—(Road).—\$8000 bonds of Stockton Dist., Cedar County, are reported voted Apr. 27. Address County Commrs.

N. C., Benson—(Road).—Bids will be received until 2 P. M. June 28 for \$25,000 of not exceeding 6 per cent and not over 40-year bonds of Banner Township, Johnston County. Ezra Parker is Secy. Road Trustees.

N. C., Charlotte—(Refunding).—Bids will be received until 2 P. M. June 9 for \$75,000 of not exceeding 6 per cent \$1000 denomination 30-year serial bonds. Address Jno. M. Wilson, City Clk.

N. C., Charlotte—(School).—Election called for July 6 on \$750,000 of city school bonds. Address School Board.

(Continued on Page 192.)

In writing to parties mentioned in this department, it will be of advantage to all concerned if the Manufacturers Record is mentioned.





## No maintenance expense for 23 years—

IN 1892 the Norfolk & Western Railroad erected at Lambert's Point, Va., the warehouse piers shown here. A Barrett Specification type of roof was used to cover these buildings.

This was in the days before The Barrett Company issued Surety Bonds on Barrett Specification Roofs, and before some of the present-day improved roofing methods had been worked out.

Notwithstanding this, *there was no maintenance expense of any kind on these roofs until 1915.* In other words, the owners were absolutely free from roof trouble and roof expense for 23 years.

When the time came to roof their new warehouse piers, there was no question in the minds of officials of the Norfolk & Western Railroad as to what roof they would use. They ordered the new buildings covered with Barrett Specification Roofs as a matter of course.

These roofs, shown in the illustrations below, cover an area of more than 400,000 square feet.

On them we have issued our 20-Year Surety Bond, and while the railroad officials were pleased to get the Surety Bond, they knew from experience that it was not necessary, for the roofs would outlive the guarantee.

### The Surety Bond

The Surety Bond is offered on all Barrett Specification Roofs of fifty squares or more in all cities of 25,000 or over, and in smaller places where our Inspection Service is available. It is issued by the U. S. Fidelity & Guaranty Company of Baltimore, and exempts the owner from all maintenance expense for the life of the Bond.

Our only stipulations are that the Barrett Specification, revised April 15, 1920, shall be strictly followed and that the roofing contractor shall be approved by us and his work subject to our inspection.

These roofs take the base rate of insurance and cost less per year of service than any other type of "permanent" roof.

*Barrett Specification type of Roof on Warehouse Pier No. 2 of the Norfolk & Western Railroad at Lambert's Point, Va.*

### Important Notice

The Barrett Specification 20-Year Bonded Roof represents the most permanent roof-covering it is possible to construct, and while we bond it for twenty years only, we can point to many roofs of this type that have been in service over forty years and are still in good condition.

For those who desire a somewhat lighter and lower-priced roof covering, we recommend the Barrett Specification Type "A" Roof, bonded for 10 years.

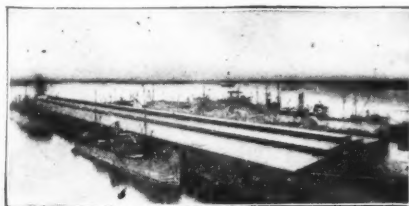
Both roofs are built of the same high-grade, waterproofing materials, the only difference being the quantity used.

Full details regarding these Bonded Roofs and copies of The Barrett Specification sent free on request.

### The Barrett Company

|                |             |              |             |
|----------------|-------------|--------------|-------------|
| New York       | Chicago     | Philadelphia | Boston      |
| St. Louis      | Cleveland   | Cincinnati   | Pittsburgh  |
| Detroit        | New Orleans | Birmingham   | Kansas City |
| Minneapolis    | Dallas      | Nashville    | Syracuse    |
| Seattle        | Peoria      | Atlanta      | Duluth      |
| Salt Lake City | Bangor      | Washington   | Johnstown   |
| Lebanon        | Youngstown  | Milwaukee    | Toledo      |
| Columbus       | Richmond    | Latrobe      | Bethlehem   |
| Elizabeth      | Buffalo     | Baltimore    |             |

THE BARRETT COMPANY, Ltd., Montreal, Toronto, Winnipeg, Vancouver, St. John, N. B., Halifax, N. S., Sydney, N. S.



*Barrett Specification Roofs on Piers of the Norfolk and Western Railroad at Lambert's Point, Va. The total area of these roofs is more than 400,000 square feet.*



*Roofing Contractors: Odend' Hal Monks Corporation, Norfolk, Va. Gen'l Contractors: John P. Pettyjohn Co., Lynchburg, Va. Architects: Engineering Dept., Norfolk and Western R. R. Roanoke, Va.*

*New Issue***\$1,000,000****THE BEAVER BOARD COMPANIES****Seven Per Cent Cumulative First Preferred Stock****Authorized \$15,000,000****Now outstanding, including this issue, \$4,484,300**

Dividends payable quarterly on the first of January, April, July and October. An annual retirement fund is provided equal to 3% of the amount of First Preferred Stock outstanding.

**T**HE Beaver Board Companies is the largest manufacturer of wall board in the world and one of the largest producers of roofing, with seven plants in various parts of the United States and Canada, and 26 sales offices in this country and abroad.

The demand for its products has been steady in periods of business depression as well as in good times, and the Company's net earnings have shown an average growth of 30% or more each year.

The net earnings, after reserves for depreciation

and Federal Taxes, are now at the rate of more than **SIX AND A HALF TIMES** dividend requirements on this issue.

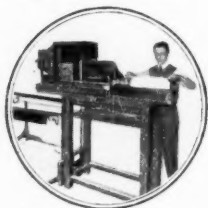
**NET QUICK ASSETS** amount to over \$106 a share on the First Preferred Stock outstanding.

This issue is the senior security of the Company and the present value of the Common Stock junior to it is in excess of \$8,300,000. Dividends at the annual rate of \$4.00 a share are now being paid on the Common Stock.

The First Preferred and Common Stocks of the Company are listed on the Chicago Stock Exchange, and application will be made to list them on the New York Stock Exchange.

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### Germany Working to Control World's Potash Supply.

New York, May 28—[Special.]—Word has been received here of reputed plans for the organization of a French potash syndicate, with large and important holdings in Alsace-Lorraine, and it is also reported that negotiations have been entered into between this organization and the German potash syndicate, which is reorganizing for a new conquest of world markets. The connection between the two is expected to play an important part in determining prices for imported potash, upon which the American farmer is still virtually entirely dependent.

In connection with this news, recent comment of Dr. A. M. Soule, president of the State College of Agriculture of Georgia and a careful student of the potash situation, is of interest. "I am sure," said Dr. Soule in a recent letter to a friend in this city, "that Germany has definite plans similar to those she was attempting to put into effect before the war, and the leaders of the German Kalisyndikat advised me while I was in Berlin in 1914 that they intended to control all potash supplies throughout the world.

"They said they were prepared to combat such mines as might compete successfully with theirs located in territory outside of Germany."

Indications are abundant that the Kalisyndikat, which was one of the most powerful organizations of its kind in the world at the time the war began, is reorganizing and will put its former methods in effect.

Something of the history of this powerful organization may be of interest in connection with the present potash situation. It has a direct bearing upon the food situation of today, for potash is necessary for food crops, and this syndicate proved once before in its career that it could very nearly control the world's food supply through its grasp on potash.

The syndicate came into being about 1890, some 20 years after large deposits of potash were found in Germany and had begun to be mined. It was composed of representatives of the various mines, and was a trust that not only arbitrarily fixed prices, but also imposed drastic conditions of production. With a virtual monopoly, prices were kept as high as possible, and bore little relation to costs of production.

By 1909 the syndicate was earning from 300 to 500 per cent on its investment, after generous allowances for depreciation and expenses. Under the rules of the syndicate, its personnel underwent a reorganization every five years, and 1909 was one of these years. When the time for the meeting came, however, prices were so inflated and there were so many mines open that, after bitter quarreling, it was decided to dissolve the syndicate.

Independent operators immediately entered into contracts to supply America at prices far under those formerly charged by the syndicate. Frightened at this cut, the syndicate reorganized and war began with the independents.

And now comes the illustration of the power of this syndicate, and a warning of what it may attempt and accomplish in future, for, failing in its fight against the independents, it appealed to the Prussian Government for the restoration of its monopoly. The independents then attempted to re-enter the syndicate and transfer their contracts to it, which was refused. Later the syndicate offered to take over the American contracts at increased prices, but the Americans refused. This action was followed by the passage in the Reichstag of laws taxing potash producers not members of the syndicate so heavily as practically to force them out of existence. In May, 1910, this law was supplemented by another, which virtually taxes American consumers 100 per cent upon all potash not bought of the syndicate.

Vigorous representatives from the United States Ambassador at Berlin brought slight modifications of this surprising legislation. The point is that the power of the syndicate had been shown, and there is little to indicate that it has been materially weakened by the war.

Potash is probably Germany's most powerful economic weapon in her fight to regain her lost place among the nations—her most powerful one, for food is the world's greatest need, and potash means food. That she will use this weapon with the utmost ruthlessness when the time comes is apparent enough to even the most cursory reader of her recent history.

[The German potash syndicate of Germany's rotten business and governmental life is now advertising heavily in Southern religious papers.—Editor MANUFACTURERS RECORD.]

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N. C., Clinton—(Water, Sewer, Street).—No bids were received for the \$50,000 of 6 per cent serial town bonds offered May 25. Address H. A. James, Town Clerk.

N. C., Gastonia — (Sewer, Water, Light, Power).—Bids will be received until 8 P. M. June 28 for \$430,000 of 6 per cent \$1000 denomination, serial 1924-1953, inclusive, city bonds, dated July 1, 1920. Address A. K. Winget, City Treasurer.

N. C., Greenville—(Road).—Sold recently, it is reported, \$500,000 of 6 per cent Pitt County bonds, \$1000 denomination, dated May 1, 1920, and due 1930.

N. C., Oxford—(School).—The \$60,000 of 6 per cent \$1000 denomination 20-year bonds of Granville County dated May 1 and offered May 25 were not sold. Address J. F. Webb.

N. C., Rocky Mount—(Gas Improvement).—

Board of Aldermen has approved the \$160,000 of not exceeding 6 per cent \$1000 denomination serial city bonds, dated June 1, 1920, which were voted May 3, and they will now be advertised for sale as soon as possible. T. T. Thorne is Mayor.

Okla., Ada—(School).—Voted May 11, it is reported, \$75,000 of bonds of Ada Dist., Pontotoc County. Address County School Board.

Okla., Ardmore—(School).—\$350,000 bonds of Ardmore Dist., Carter County, are reported sold. Address County School Board.

Okla., Clinton—(Convention Hall).—\$25,000 of bonds voted recently have been approved by the Atty.-Genl. Address The Mayor.

Okla., Cordell—(School).—\$7000 bonds reported voted for Cavale Creek School Dist. of Washita County. Address County School Board.

Okla., McAlester—(Road, Courthouse).—At the election May 25 the \$1,000,000 road and \$300,000 courthouse bonds of Pittsburg County failed to carry. Address County Commrs.

Okla., Oklahoma City—(School).—Bids received until 7.30 P. M. May 31 for \$820,000 of 5 per cent \$1000 denomination 5-25-year serial bonds. Address John G. Stearley, Clerk City Board of Education, 400 N. Walnut Ave.

Okla., Poteau — (School). — \$78,000 of high-school bonds are reported unsold. Address City School Board.

S. C., Allendale — (Courthouse, Road, Bridge).—\$100,000 courthouse and \$200,000 road and bridge bonds of Allendale County reported voted. Address Chairman County Commrs.

(Continued on Page 195.)



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THE LOYALTY ENERGY AND EFFICIENCY IN THE PERFORMANCE  
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## Sydnor Pump & Well Company

AIDED MATERIALLY IN OBTAINING VICTORY FOR THE ARMS  
OF THE UNITED STATES OF AMERICA IN THE WAR WITH  
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ASSISTANT SECRETARY OF WAR,  
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### NAVY DEPARTMENT WASHINGTON

7 April 1917.

Sydnor Pump & Well Co.,  
Richmond, Va.

Sirs:

I am pleased to acknowledge receipt of your letter of March 20, 1917, mentioning your well-drilling equipment and placing your engineering staff at the service of the Government.

The patriotic spirit which prompts you and other Americans to volunteer for service in case of need is highly appreciated.

Your letter will be recorded in the Bureau of Supplies and Accounts, and forwarded to the Bureau of Yards and Docks, so that you may be called upon in the event that such be necessary.

Thanking you for this evidence of your willingness to co-operate at a time of possible national stress, I am,

Respectfully,

*Joseph M. Smith*  
Secretary of the Navy.

### NOTE.

#### GOVERNMENT CONTRACTS EXECUTED JUNE 1917 TO JUNE 1918.

##### CAMP MEADE, MARYLAND.

Wells and pumps supplying 1,080 gallons per minute.  
1,555,200 gallons per day.

##### QUANTICO, VIRGINIA.

Wells and pumps supplying 400 gallons per minute.  
576,000 gallons per day.

##### SEVEN PINES, VIRGINIA.

##### RICHMOND BAG LOADING PLANT.

Wells and pumps to supply 1,000 gallons per minute.  
1,440,000 gallons per day.

##### CAMP ABRAHAM EUSTIS, LEE HALL, VA.

Wells flowing into tanks to supply 1,500 gals. per minute.  
2,160,000 gals. per day.

##### PIG PT. ORDNANCE DEPOT, PIG PT., VA.

Wells to supply 500 gallons per minute.  
720,000 gallons per day.

##### SKIFF CREEK DAM, LEE HALL, VA.

Wells flowing to supply 500 gallons per minute.  
720,000 gallons per day.

##### AMERICAN CHAIN PLANT, NORFOLK, VA.

Wells to supply 100 gallons per minute.  
144,000 gallons per day.

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SY DNOR PUMP & WELL COMPANY

Richmond, Va.



S. C., Florence—(Road).—Election called for June 22 on \$450,000 of Florence County bonds recently authorized by the Legislature. Address County Comms.

S. C., Johnston—(Water-works, Sewers).—\$85,000 water-works and \$35,000 sewer bonds are reported voted; all 6 per cent, 40-year. J. A. Suber is Town Clerk.

S. C., Laurens—(Road).—An issue of \$100,000 of Laurens County bonds has been authorized by an act of Legislature. Address County Comms.

S. C., Spartanburg—(Street Paving, Sewers, Parks).—Chamber of Commerce is working on a petition for an election to issue \$200,000 of bonds, viz., \$100,000 street paving, \$50,000 sewer extension and construction, and \$50,000 parks. E. B. Walker is Secy.

Tenn., Columbia—(Funding).—Contemplated to issue \$60,000 of city bonds to fund floating debt. Address Mayor Cherry.

Tenn., Covington—(Street).—City will issue \$150,000 of bonds. Address J. J. Green.

Tenn., Kingsport—(Primary School).—Bids will be received until 4 P. M. June 22 for \$125,000 of 6 per cent \$1000 denomination 20-year city bonds, dated July 1, 1920. Address J. A. Bradley, City Treasurer. For particulars see *Proposals Department*.

Tenn., Livingston—(Road).—Sold to the Citizens' Bank & Trust Co. of Livingston, conditionally, at par and accrued interest, \$50,000 (part of \$150,000 issue) of 5 per cent \$1000 denomination bonds of Overton County, maturing from 1931 to 1940, voted April 7 and dated May 1, 1920. A. C. Copeland, Jr., is County Court Clerk.

Tenn., Pulaski—(Road).—\$350,000 of 6 per cent 35-year bonds of Giles County, dated July 1, 1920, and offered May 22, were not sold, all bids being rejected and the securities ordered to be again advertised, which is expected to be soon, when bond market conditions are more favorable. J. C. Hannah is County Judge. M. H. Long, Deputy Clk.

Tenn., Shelbyville—(Road).—\$200,000 of Bedford County bonds, recently reported voted, are 6 per cent \$1000 denomination, dated July 1, 1920, and mature from 1925 to 1940. Address County Comms.

Tex., Amarillo—(School).—Election June 5 on \$20,000 5 per cent 20-year bonds of Amarillo Independent School Dist. of Potter County. S. F. Newbold is Secy. School Board.

Tex., Austin—(Road).—Voted April 28 \$150,000 (previously reported \$225,000) of 5½ per cent \$500 denomination district road bonds of Travis County, dated May 10, 1920, and maturing in 1949. Address Fred C. Malone, County Clerk.

Tex., Bay City—(Road).—\$25,000 bonds of Road Dist. No. 2, Matagorda County, have been sold by the County Comms.

Tex., Boston—(Road).—Reported registered with the State Comptroller: Bowie County 5½ per cent 15-30-year bonds as follows: Road Dist. No. 3, \$70,000; Road Dist. No. 4, \$80,000. Address County Comms.

Tex., Canadian—(County Hospital).—\$70,000 bonds of Hemphill County were voted May 18. Address County Comms.

Tex., Center—(School).—\$10,000 of 5 per cent 20-40-year bonds of Timpson School Dist., Shelby County, are reported registered with the State Comptroller.

Tex., Clarksville—(School).—Reported registered with the State Comptroller: \$15,000 of 5 per cent 10-40-year bonds of Clarksville Dist. Address School Board.

Tex., Clarksville—(Road).—The following Red River County bonds have been approved by the Attorney General: \$7000 Road Dist. No.

2; \$75,000 Road Dist. No. 3; \$20,000 Road Dist. No. 4, all 10-40 year serial 5 per cent. Address County Comms.

Tex., Corsicana—(School).—Contemplated to issue \$600,000 of city bonds. Address The Mayor.

Tex., Cuero—(Road).—No sale reported of the \$40,000 of 5 per cent \$500 denomination serial 1918-1948 bonds of Road Dist. No. 4 offered May 11. G. P. Box is County Clerk.

Tex., Eastland—(School).—\$75,000 of School Dist. No. 29, Eastland County bonds have been voted. Address G. G. Garrett, Secy., Box 853, Olden, Tex.

Tex., Edna—(School).—\$10,000 of 5 per cent 10-40-year bonds of School Dist. No. 26, Jackson County, reported registered with the State Comptroller. Address School Board.

Tex., Fort Worth—(Sewage Plant, Sewers, Light, Funding).—City's suit to compel the Atty.-Genl. of Texas to approve bonds voted in April, 1919, was set for May 26. Amount \$1,800,000, including \$725,000 sewage-disposal plant, \$325,000 extension sanitary sewers, \$100,000 storm sewers, \$50,000 electric-light extension, \$400,000 funding and other bonds. Address The Mayor.

Tex., Hico—(School).—\$50,000 of Hamilton County bonds were voted May 17, this election being to correct an error in a previous one. Address School Board.

Tex., Palo Pinto—(School).—\$100,000 5 per cent bonds of Strawn School Dist., Palo Pinto County, are reported registered with the State Comptroller.

Tex., Ranger—(School).—\$200,000 bonds of Ranger School Dist., Eastland County, reported sold to the State Board of Education.

Tex., San Marcos—(County).—\$70,000 of 5 per cent bonds (comprising three issues) of Hays County are reported registered with the State Comptroller.

Tex., Wichita Falls—(School).—No bids were received for the \$300,000 of 5 per cent \$1000 denomination, 40-year bonds dated April 30, voted April 8 and offered May 22. Address W. W. Brown, Secy. School Board.

Va., Charlottesville—(Road).—Madison County voted \$263,000 of bonds May 18. Address County Comms.

Va., Hillsville—(Road).—Carroll County is reported to have voted \$300,000 of bonds. Address County Supervisors.

Va., Norfolk—(School).—Bids received until noon May 29 for \$100,000 of 5 per cent 20-year bonds of Butts Road and Pleasant Grove Dist. of Norfolk County. Luther C. Ives is Clk. Butts Road Dist. and T. E. Etheridge Clk. Pleasant Grove Dist. Address at office County School Board, Chamberlaine Bldg., Norfolk, Va.

Va., Pearisburg—(Road).—Bids will be received, it is reported, until 9 A. M. June 8 for \$100,000 of 6 per cent serial bonds of Giles County, which were offered without sale on May 11 as 5½ per cents. F. E. Snidow is County Clk.

Va., Princess Anne (Road).—Bids will be received until noon June 7 for \$75,000 of 5 per cent \$1000 denomination 5-20-year serial bonds for Kempsville Dist., Princess Anne County. John C. Wood is Chmn. County Supervisors.

Va., Roanoke—(Schools, Street-Sewer).—Only one bid was received May 22 for the \$635,000 of 4½ per cent 30-yr. \$1000 denomination city bonds offered then, viz., \$335,000 school, \$300,000 street-sewer, the National City Co. and E. H. Rollins & Co., both of New York, bidding jointly, it is reported; a total of \$479,425 for all, or \$155,575 (nearly 25 per cent) less than par.

W. Va., Bluefield—(High School).—\$200,000

of city bonds reported voted. Address The Mayor.

W. Va., Charleston—(School).—\$180,000 of 5 per cent \$500 denomination bonds of Charleston Independent School Dist., Kanawha County, voted April 27 have been approved by the Attorney-General. W. O. Daum is Secy. Board of Education.

W. Va., Elkins—(Water, Sewer, Paving, Bridge).—The proposed issue of \$297,500 of city bonds was defeated at the election May 22. A. M. Fredlock is Mayor.

W. Va., Huntington—(High School).—\$250,000 bonds reported voted by the city. Address The Mayor.

W. Va., Madison—(Road, Bridge).—Election June 19 in Washington Dist. of Boone County on \$146,000 bonds. Address County Comms.

W. Va., Madison—(Road).—Petition is being prepared for an election in Scott Dist., Boone County, on \$140,000 bonds. Address County Comms.

W. Va., Montgomery (School).—\$125,000 bonds voted. Address The Mayor.

W. Va., Union—(Road).—Reported that it is contemplated to vote on \$66,000 bonds of Red Sulphur Springs Road Dist., Monroe County, as well as on \$71,000 bonds of Sweet Springs Road Dist., for which election will be held June 2. E. S. McNeer is County Clerk.

## Financial Notes.

Miami First Trust & Savings Bank has increased capital stock from \$75,000 to \$100,000.

Farmers and Merchants' Bank of Hartwell, Ga., will increase capital from \$50,000 to \$70,000.

First National Bank of Maysville, Okla., has increased capital stock from \$25,000 to \$40,000.

Farmers & Merchants' National Bank of Nacoma, Tex., has increased capital stock from \$50,000 to \$100,000.

First National Bank of Shelby, N. C., has increased capital stock from \$100,000 to \$250,000.

Pittsburg National Bank of Pittsburg, Tex., has increased capital stock from \$50,000 to \$100,000.

First National Bank of Mangum, Okla., in addition to increasing its capital from \$50,000 to \$100,000, has increased its reserve on hand from \$50,000 to \$100,000.

Blackwater Valley State Bank of Muleshoe, Tex., has increased its capital stock from \$15,000 to \$20,000.

T. A. Hill State Bank of Weimar, Tex., has amended charter to increase capital stock from \$50,000 to \$100,000.

Central Savings Bank & Trust Co. of Monroe, La., has amended charter to increase its capital stock from \$250,000 to \$375,000, with surplus of \$125,000.

The Baltimore Clearing House has amended its articles of association so that the banks in the city, during the months of June, July, August and September, will be open daily from 9 A. M. to 2 P. M., excepting Saturday, when they will be open from 9 A. M. to 12 noon. Excepting as to the last day of the week, this shortens the business day one hour.

A new issue of \$1,000,000 of first preferred stock of the Beaver Board Companies, 7 per cent cumulative, is being offered with common stock by Imbrie & Co. of New York. This organization is described as "the largest manufacturer of wall board in the world," and also one of the largest producers of roofing with seven manufacturing plants in the United States and Canada, it is stated, with 26 sales offices in this and other countries.

# PROPOSALS

BOND ISSUES
BUILDINGS
PAVING
GOOD ROADS

Bids close June 22, 1920.

**TREASURY DEPARTMENT, Supervising Architect's Office, Washington, D. C., May 24, 1920.** Sealed proposals will be opened in this office at 3 P. M. June 22, 1920, for furnishing materials for the construction of an extension to the Animal House for the Hygienic Laboratory, United States Public Health Service, Washington, D. C., including materials for concrete, reinforced concrete, brick, miscellaneous iron and steel work, composition roofing, sheet-metal work, lumber, millwork, painting, glazing, hardware, plumbing, electric work, etc., in accordance with drawings, specifications and bills of quantities attached thereto, copies of which may be obtained at this office, in the discretion of the Supervising Architect, JAS. A. WETMORE, Acting Supervising Architect.

Bids close June 22, 1920.

**TREASURY DEPARTMENT, Supervising Architect's Office, Washington, D. C., May 24, 1920.** Sealed proposals will be opened in this office at 3 P. M. June 22, 1920, for furnishing the labor required in the construction, complete, with materials that will be furnished by the Government, of an extension to the animal house, for the Hygienic Laboratory, United States Public Health Service, at Washington, D. C. Drawings and specifications may be obtained at this office, in the discretion of the Supervising Architect, JAS. A. WETMORE, Acting Supervising Architect.

Bids close June 10, 1920.

**PROPOSALS FOR PNEUMATIC HOIST, Garbage Cans, Cocks, Gauges, Pliers, Pulleys, Extension Ladders, Storage Batteries, Bicycle Bells, Ignition Cable, Kerosene Horns, Tire Valve Plungers, Rubber Asbestos Cloth, Rubber Fabric, Rubber Fubing, Lavatory Fittings, Plate Wire Broilers, Chinaware, Forks, Knives, Luminum Ware, Wooden Rules, Sponges, Steel Wool, Cotton Rope, Twine, Sandpaper, and Paper Towels.** Sealed proposals will be received at the office of the General Purchasing Officer, The Panama Canal, Washington, D. C., until 10:30 o'clock A. M. June 10, 1920, at which time they will be opened in public, for furnishing the above-mentioned articles. Blanks and information relating to this circular (1373) may be obtained from this office or the offices of the Assistant Purchasing Agents, 24 State Street, New York City; 606 Common Street, New Orleans, La., and Fort Mason, San Francisco, Cal.; also from the United States Engineer Offices in the principal cities throughout the United States. A. L. FLINT, General Purchasing Officer.

Bids close June 18, 1920.

**PROPOSALS FOR STEEL OR IRON Sheet, Tool Steel, Pig-Iron, Antimony, Pig-Lead, Phosphor Tin, Boilers, Steel Rope, Iron Rope, Bronze Rope, Steel Wire, Pipe Fittings, Cocks, Valves, Fire Bricks, Silica Sand and Bituminous Enamel.** Sealed proposals will be received at the Office of the General Purchasing Officer, The Panama Canal, Washington, D. C., until 10:30 o'clock A. M. June 18, 1920, at which time they will be opened in public, for furnishing the above-mentioned articles. Blanks and information relating to this circular (1372) may be obtained from this office or the offices of the Assistant Purchasing Agent, 24 State Street, New York City; 606 Common Street, New Orleans, La., and Fort Mason, San Francisco, Cal.; also from the United States Engineer Offices in the principal cities throughout the United States. A. L. FLINT, General Purchasing Officer.

Bids close June 22, 1920.

**PROPOSALS FOR WIRE STITCHER, Steel, Safes, Bronze Rope, Transformer, Agateware, Enamelware, Counter Brushes, Rubber Tires and Tubes, Soap Polish, Soap, Record Books, Shannon Files, Pen Points, Paper Drinking Cups, Paper, Turpentine Substitutes and Gasoline.** Sealed proposals will be received at Office of the General Purchasing Officer, The Panama Canal, Washington, D. C., until 10:30 o'clock A. M. June 22, 1920, at which time they will be opened in public, for furnishing the above-mentioned articles. Blanks and information relating to this circular (1374) may be obtained from this office or the offices of the Assistant Purchasing Agent, 24 State Street,

New York City; 606 Common Street, New Orleans, La., and Fort Mason, San Francisco, Cal.; also from the United States Engineer Offices in the principal cities throughout the United States. A. L. FLINT, General Purchasing Officer.

Bids close June 28, 1920.

**PROPOSALS FOR DREDGE, ETC., U. S. Engineer Office, Wilmington, N. C.** Sealed proposals will be received here until 2 P. M. June 28, 1920, and then opened, for the purchase of the clamshell dredge "Hercules," and steam launch "Mercur." Information on application.

Bids close June 21, 1920.

**SEALED PROPOSALS FOR CONSTRUCTING Steel Hangars, Generator Houses and Miscellaneous Construction at Coast Defenses of San Francisco and Puget Sound** will be received and publicly opened at 11 A. M. June 21, 1920, at the office of the Constructing Quartermaster for Coast Defenses of San Francisco at Fort Mason, San Francisco. Alternate proposals will be received covering: (a) All work, complete; (b) all structural steel fabricated, but not erected; (c) all work, complete, exclusive of fabricated structural steel, but including erection; (d) separate alternate proposals will be received covering work at each station. Information at above address.

Bids close June 21, 1920.

**SEALED PROPOSALS FOR CONSTRUCTING Steel Hangars, Generator Houses and Miscellaneous Construction at Coast Defenses of Portland, Me.; Boston, Mass.; Long Island Sound and New York City** will be received and publicly opened at 11 A. M. June 21, 1920, at office of Chief of Construction Division, Room 1-212, Building "C", 7th and B Streets, Washington, D. C. Alternate proposals will be received covering: (a) All work, complete; (b) all structural steel fabricated, but not erected; (c) all work, complete, exclusive of fabricated structural steel, but including erection; (d) separate alternate proposals will be received covering work at each station. Information at above address.

Bids close July 8, 1920.

**SEALED PROPOSALS** will be opened by the Supt. of Lighthouses, Charleston, S. C., 12 o'clock M. July 8, 1920, for furnishing and delivering charcoal-iron boiler tubes. Information on application.

Bids close June 15, 1920.

**UNITED STATES ENGINEER OFFICE, Florence, Ala.** Sealed proposals will be received here until June 15, 1920, and then opened, for furnishing and delivering four (4) electric generators, each of 25,000 K. V. A. capacity, with five (5) exciters and accessories. Further information on application.

Bids close June 8, 1920.

## \$465,500 Road and Bridge Bonds

**BEAUREGARD PARISH, LOUISIANA.**  
DeRidder, La., May 12, 1920.  
Notice is hereby given that the Police Jury of the Parish of Beauregard, State of Louisiana, will offer for sale at the Police Jury room in the Courthouse of Beauregard Parish, Louisiana, at  
2 o'clock P. M. June 8, 1920,  
Bonds for Road and Bridge Improvements, as follows:

|                          |              |
|--------------------------|--------------|
| Road District Two.....   | \$142,000.00 |
| Road District Three..... | 138,500.00   |
| Road District Four.....  | 92,000.00    |
| Road District Six.....   | 93,000.00    |

All dated September 1, 1919, bearing interest from May 1, 1920. Bonds for Road District Two and Three running for Thirty (30) years, and Road District Four and Six for Twenty (20) years. Bids to be made separate for each district. All bids must be accompanied by certified check for 2½ per cent. of bid. Checks will be returned to unsuccessful bidders immediately. All bids must be filed with D. W. McFatter, Secretary of Police Jury, before 2 o'clock P. M. June 8, 1920, and the Police Jury will proceed to open and read bids. The right is reserved to reject any and all bids.

D. W. McFATTER,

Secretary of Police Jury.

Bids close June 23, 1920.

## \$150,000 5% Improvement Bonds

Panama City, Fla.  
The Bond Trustees of the City of Panama City, Florida, will, until 10 o'clock A. M. on the 23d day of June, 1920, and at Panama City, receive sealed bids for \$50,000, \$100,000 or \$150,000 municipal improvement bonds of the City of Panama City, Florida, issued in denominations of \$1000, dated March 1, 1920, payable March 1, 1950, and bearing interest at the rate of 5 per cent. per annum, payable semi-annually on September 1 and March 1 of each year. Each bid must be accompanied by bank cashier's or certified check for 5 per cent. of bid, payable to E. H. Wilkerson, P. M. Nelson and G. M. B. Harries, Bond Trustees, as a guaranty of good faith and that the bidder will take and pay for said bonds within twenty days after notice that his bid has been accepted or immediately after the same have been approved by reliable bond lawyers. Each bidder is requested to submit separate bids for \$50,000, \$100,000 and \$150,000 and separate checks therewith, so that any of the bids or all may be accepted. The Bond Trustees reserve the right to reject any and all bids. All checks accompanying rejected bids will be returned at once.

For information address J. M. Sapp, City Attorney.

E. H. WILKERSON,  
P. M. NELSON,  
G. M. B. HARRIES.

Bids close June 15, 1920.

## \$130,000 6% Improvement Bonds

Batesburg, S. C.  
Sealed bids addressed to the undersigned will be received by the Town Council of the Town of Batesburg, South Carolina, until June 15, 1920, at 11 o'clock A. M., for each and all of the three bond issues hereinafter described, all being dated June 1, 1920, interest at 6 per centum per annum, payable semi-annually, June 1 and December 1, principal and interest payable at the office of the Town Treasurer or at United States Mortgage & Trust Company, New York City, at holder's option. Purposes and maturities (June 1) as follows:

\$30,000 Street and Sidewalk Bonds, maturing \$3000 annually, 1926 to 1955.  
\$40,000 Sewer Bonds, maturing \$4000 annually, 1936-1945.  
\$60,000 Water-works Bonds, maturing \$6000 annually, 1946 to 1960.

The bonds are to be prepared under the supervision of the United States Mortgage & Trust Company, New York City, which will certify as to the genuineness of the signatures of the town officials and the seal impressed thereon. The legality of the bonds will be examined by Messrs. Caldwell & Masslich, New York City, and the purchaser will be furnished, without charge, approving opinion of said attorneys. The bonds are general obligations of the town, and an unlimited tax for the payment of the principal and interest has been authorized. Bids are desired on blank forms, which will be furnished by the undersigned or said trust company. Bonds will be delivered on June 22, 1920, or as soon thereafter as they can be prepared for execution. Each bid must be accompanied by a certified check of 2 per cent. of the par value of bonds bid for, drawn to the order of the Town Treasurer upon an incorporated bank or trust company, to secure the town against any loss resulting from the failure of the bidder to comply with the terms of his bid. The right to reject any and all bids is reserved.

J. T. TAYLOR,  
Town Clerk.

Bids close June 7, 1920.

## \$87,000 6% Road Bonds

Sealed bids are invited to be filed with the undersigned Clerk on or before 2 o'clock P. M. on June 7, 1920, for the purchase of \$87,000 of good road bonds of Supervisors' District No. 1 of Noxubee County, Mississippi, dated June 7, 1920, bearing interest at 6 per cent. per annum, payable semi-annually. Good faith check (Cashier's or certified) of \$1000 required with each bid.

JOHN A. TYSON,  
Clerk of Board Supervisors, Macon, Miss.